Board of Trade Journal

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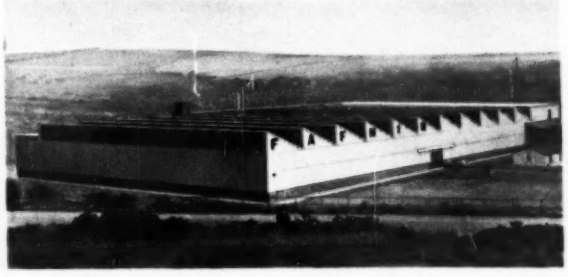

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Export prospects in Jamaica, Bahamas and Bermuda . . 1127
A policy for the education of managers 1132
Mr. Heath to visit North West 1135
Mr. Edward du Cann to visit New York 1135
Amendment to H.P. Acts 1135
'We are now in a period of vigorous growth' . . . 1136
Massive increase in exports to industrialized countries . . 1136
Industrial Training Bill 1137
Programmes for development in Central Scotland and N.E. . 1138
Lord Hailsham opens N.E. Tourist Conference . . . 1143
Regional Officers Conference in North East 1143
Norwegian firm to open in the North East 1143
Blyth Corporation builds advance factory 1143
Applications for temporary exemption from import duty . 1144
Drawback on imported linseed oil used in some exports . . 1144
Imports of cotton textiles and yarns 1144
Cotton manufactures from Formosa 1145
Purchase tax revision on badges 1145
'NPY benefited one British firm in four' 1146
Questions asked and answered in Parliament 1147
New books 1148
The Economy: selected indicators 1150
Provisional figures of UK trade in October 1151
Busines monitor: production series 1151
New companies registered in September 1151
Retail stocks in September 1151
Index of retail prices, October 1963 1151
Instalment Credit Trade in 1961 1152
Hire purchase business continues to rise in third quarter . 1157
Commonwealth and Sterling Area statistical abstract . . 1158
Insurance statistics 1158
Registrations of British and foreign films 1158

Exhibitions and Fairs

Industrialization the theme of this year's building exhibition . 1162
Display of a cross-section of British Industry 1162
Sample display in Copenhagen 1162
Impact of commercial vehicles at Scottish motor show . . 1164
British success at Oslo Chemical Fair 1164
'British Week' in Brisbane, Australia 1164
Changes in trade fairs and exhibitions announcement . . 1166

Overseas Trade and Exports

Trade and Financial Arrangements

West Germany-Gabon. Cotton Board mission to Denmark and Norway. List of British Commercial Representatives Overseas.
Hints to businessmen visiting Cuba, Nigeria and Thailand . 1169
Information for United Kingdom Exporters 1170
Export tours of U.K. businessmen 1173

Tariff, Customs and Import Regulations in overseas countries (countries in alphabetical order)

Argentina: Modifications to import lists. 'Aforos' for imports 1177
Argentina: 'Aforos' for imports 1179
Argentina: Prohibition of imports 1181
Australia: Revision of customs by-laws. Tariff changes . . 1184
Cambodia: Impending nationalization of import/export business 1185
Ceylon: Imports of drugs and dental material 1183
East Germany: Patents legislation. 1176
El Salvador: Visitors to El Salvador must comply with new documentary requirements 1181
Finland: Restrictions on short-term foreign credits . . 1175
Ghana: Imports into Ghana – exchange control . . . 1185
Irish Republic: Customs duty on wheat removed. Turnover tax 1176
Italy: Temporary amendment to the general turnover tax . 1175
Italy: Reduction of frontier surtax on sugar and sugar products 1176
Jordan: Customs tariff 1185
Lebanon: Customs tariff amendments 1186
New Zealand: Customs Tariff review of some machinery . 1183
Nigeria: Customs tariff amendment 1185
Portuguese East Africa (Mozambique): Liquidation of Indian assets 1186
South Africa: Customs tariff changes. Customs tariff classifications. Import control – 1964 1185
Southern Rhodesia: Customs tariff application . . . 1186
Uruguay: Amendments to import lists 1182
Index to statistics published regularly 1188

Front cover photograph

The face of Manchester, like that of other provincial cities, is changing rapidly as tall modern business blocks displace the grim old Victorian facades. The latest addition to the city's 'new look' was given last month when the Earl of Cromer, Governor of the Bank of England opened the handsome administrative headquarters of Williams Deacon's Bank Ltd., in Mosley Street. The 115 feet high building incorporates every modern device ranging from armour plated glass doors in the entrance-hall to air-conditioning, a two-floored garage and a complete electricity sub-station. This pleasant terrace view, with its decorative maple tree, looks across the street to the former headquarters, designed by the architect who built Manchester's Free Trade Hall 100 years ago.

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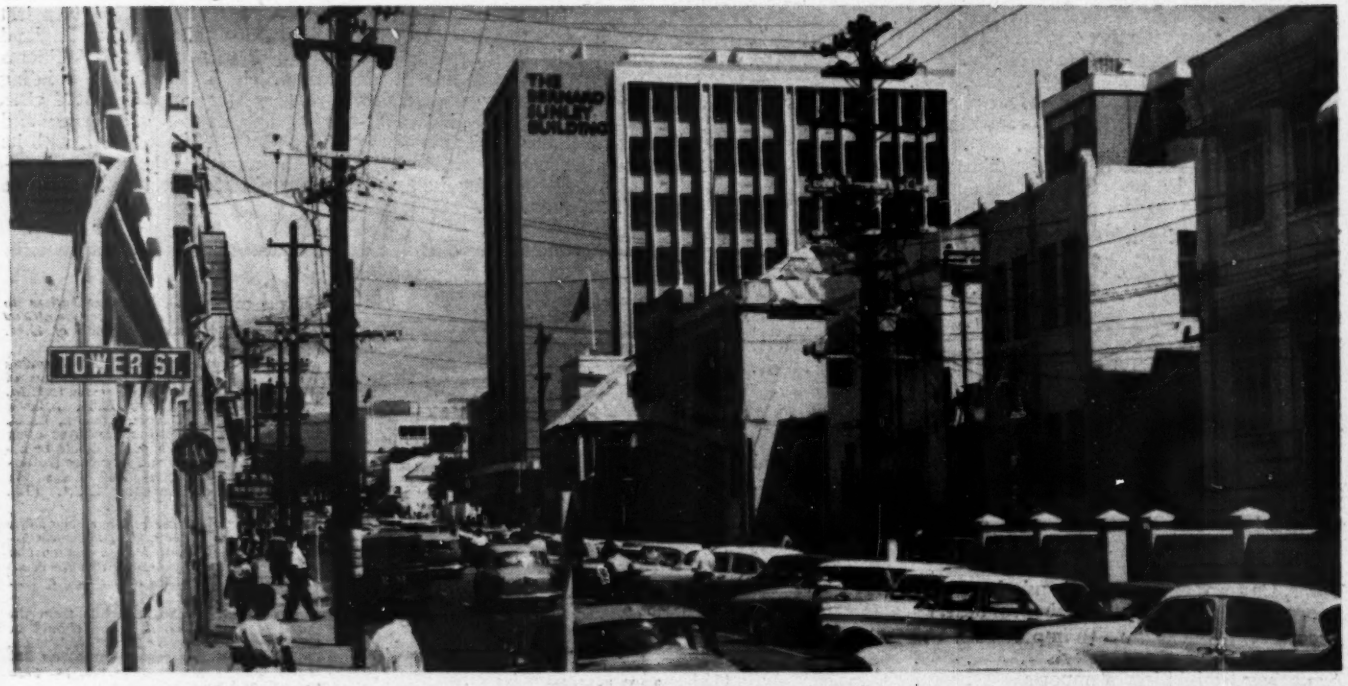

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Export prospects in Jamaica, Bahamas and Bermuda

BY A. J. SALMON, ACTING BRITISH TRADE COMMISSIONER

Jamaica in the Western Caribbean, Nassau in the Bahamas a mere 183 miles from Miami by air, and Bermuda 693 miles by air from New York, are regarded by many as holiday resorts for tourists; islands of eternal sunshine and palm-fringed beaches. But as well as their tourist attractions, these territories offer golden opportunities to the British exporter. Because they attract so many tourists, mainly from the North American continent, the islands are a shop window and retail outlet for British consumer products. Jamaica also provides a market for electrical machinery, motor cars, trucks, motor accessories and tyres, chemicals, office machinery and industrial items. An article on the export prospects in the Eastern Caribbean appeared in last week's Board of Trade Journal.

JAMAICA'S long association with Britain which began over 300 years ago entered a new phase on August 6, 1962, when Jamaica became independent. The development and diversification of the economy which has been particularly striking in the past ten years, continues, and has already brought to the island some measure of prosperity and stability.

With a total area of 4,411 square miles, Jamaica is the largest of the islands in the former British West Indies. The total population is about 1.7 million, of which about one quarter reside in Kingston (which for administrative purposes includes the contiguous parish of St. Andrew and town of Port Royal), the capital and chief port.

Despite the growth of the bauxite industry, the economy of the country remains primarily agricultural, being based in the main on sugar, citrus fruits and bananas. Agriculture is still, and must necessarily be the largest employer of labour, and in consequence, because of the seasonal nature of agriculture, a large proportion of the population has a low per capita income – in 1962 the national income per capita was £137.

Post-war economic expansion

In 1946 the country was almost entirely dependent on agricultural produce. There was then little manufacturing; tourism, which had been growing slowly in the 1930's, had received a severe setback from the war; and bauxite mining on a commercial scale did not commence until 1952.

The enactment in 1949 of the first of a series of laws designed to encourage investment in industry marked the beginning of the establishment of a variety of manufacturing enterprises. The growth of banking has kept pace with the island's economic expansion. There are six commercial banks, in addition to the Bank of Jamaica, the country's central bank, whose responsibilities include the issue of currency (£1 Jamaican = £1 sterling). Deposits and advances of the commercial banks have risen from £17.8 million and £11.5 million respectively in December, 1952, to £50.4 million and £40.4 million in December, 1962. The rate of progress is illustrated by the increase in the gross domestic product at factor cost from £70.1 in 1950 to £252.5 in 1962.

Development

To encourage the establishment of new manufacturing industries for the purpose of diversifying the economy, creating employment, and cutting down the growing import bill, the Government offers incentives to local as well as to overseas manufacturers, comprising tax free holidays; relief from customs duties on factory building materials and equipments; and provision for the import free of duty of equipment and raw materials to be used for goods to be exported. New manufacturing concerns coming into operation under the various incentive laws were 23 in 1962 compared with 13 in 1961 and 10 in 1960. Some of the products coming into production during the past three years are:

Sulphuric acid and by-products; general ceramic products; plastic goods; automotive asbestos brake linings; glass bottles; metal closures for bottles; crown corks; pharmaceuticals; organic fertilizers; ball and fountain pens and lead pencils; textiles; paper envelopes, composite cardboard containers; and cleansing and sanitizing agents.

For the first time, in 1960, the contribution of manufacturing industries to the gross national product was equal to that of agriculture, due to encouragement given by the Government. A statutory body, The Jamaica Industrial Development Corporation, was established in 1952, and with offices in London, New York and Toronto and a 300-acre industrial estate near Kingston, it has already made a substantial contribution to industrial development by stimulating interest in investment in the island and facilitating and undertaking the establishment of new manufacturing ventures. Production in 1962 of certain commodities, with 1952 figures in brackets, was as follows:—

Cement 196,520 tons (73,000); bauxite 7,519,192 tons (413,000); alumina 654,510 tons (nil); cigarettes 675.6 million (522 million); soap 15.3 million lbs (14.0 million); condensed milk 33.5 million lbs (14.4 million); textiles 6.7 million yards (2.6 million); footwear 1.4 million pairs (nil); paints, over 430,000 imperial gallons (nil); electricity generated 330,000 kWh (101,000).

Jamaica is now the world's largest producer of bauxite and its importance to the economy is illustrated by the fact that bauxite and alumina accounted for 48.7 per cent by value of the island's visible exports in 1962. Income tax and royalty paid by the bauxite companies in the financial year 1962/3 amounted to £7.3 million and represented approximately 18 per cent of the total taxes received by the Government.

In July the Government announced details of a Five Year Development Plan for 1963-1968, representing the first phase of a long-term Development Programme. Total expenditure envisaged over the five years is £91.4 million, the largest single allocation of expenditure being on agriculture—£15.2 million. It is proposed to spend £11.8 million on water supplies, and in addition £5½ million over the five years on the Harkers Hall Multi-Purpose Reservoir Project which is estimated to cost eventually about £9 million. Other major heads of expenditure are: Roads and bridges (£8.8 million); Housing (£8.3 million); Land Reform (£8.2 million); and Education (£6.9 million). Financing is to be by contribution from general revenue of £17.7 million; internal loans £17.6 million; external loans £25.6 million and Government to Government soft loans and aid £30.4 million. The success of the plan is, therefore, heavily dependent on overseas loans and aid.

The tourist industry

By virtue of its climate, scenic beauty and excellent beaches, Jamaica has become the centre of a considerable and expanding tourist industry, attracting many thousands of visitors annually, the majority from the United States and Canada. The industry has grown considerably in recent years, and stands third (after bauxite and alumina, sugar and rum) in terms of overseas earnings. In 1962, tourism earned for the territory some £10.6 million (provisional) compared with £4.2 million in 1952.

Agriculture

Jamaica is still an agricultural country, despite heavy investment in mining and manufacturing, and as the largest employer of labour agriculture is the key to the island's economic well-being. The Five Year Plan referred to above allocates the largest share of funds to agriculture. If the staple export crops are to compete in world markets, increased productivity and greater efficiency through mechanization will be needed. An Agricultural Marketing Corporation has now been set up by the Government which will be responsible for providing and maintaining an efficient marketing organization for agricultural produce.

Increased mechanization could mean opportunities for British suppliers of tractors, agricultural machinery and dairy equipment, and the proposed improvements in irrigation, drainage, and water supplies will also provide opportunities for exporters.

Communications

A good system of tarred and metalled roads serves the island. Some 2,700 miles are main roads maintained by the Ministry of

Jamaica

BY PETER ABRAHAMS

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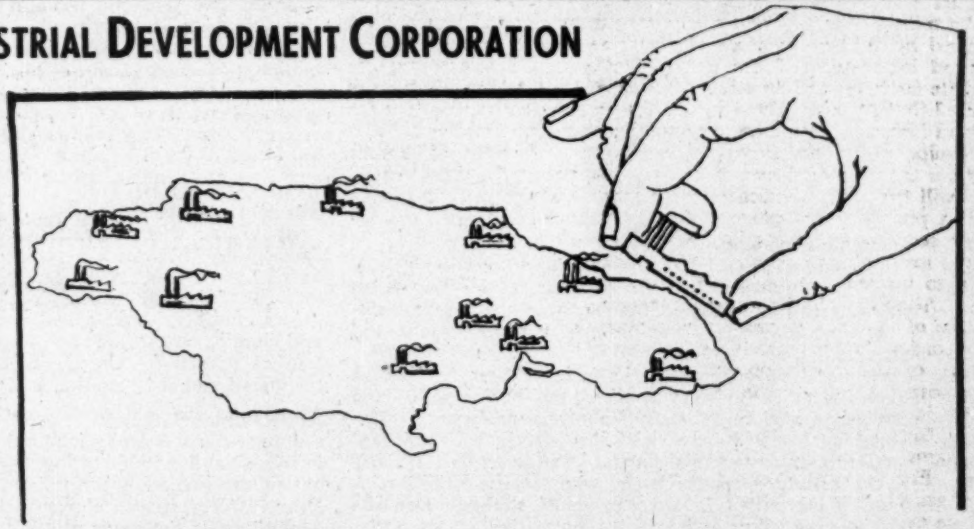


JAMAICA . . .

STABLE GOVERNMENT: A British Commonwealth Democracy.
SOUND CURRENCY: A member of the International Monetary Fund.
STRONG DEVELOPMENT: A soundly-planned £91 million programme is in progress.
GROWING INDUSTRY: Manufacturing production climbed from £20.7 million to £33.7 million a year in the past seven years.
TAX HOLIDAYS: Income tax holidays and other concessions for approved industries.

Communications and Works, and there are over 4,000 miles of parish roads, half of which are suitable for light motor traffic. Motor cars and lorries registered numbered 60,616 in 1962 compared with 13,353 in 1952.

The railway system is operated by the Jamaica Railway Corporation, an independent statutory authority. There are 248 miles of standard-gauge track, the main section running diagonally across the island from Kingston to Montego Bay (112 miles).

Kingston is the main port and handles the bulk of imports. It has a landlocked harbour with about 8 square miles of navigable water and its commercial section contains 11 wharves providing accommodation for ocean-going vessels. Other ports tend to specialize in the export of certain commodities; Montego Bay and Port Antonio in bananas and sugar; Lucea and Port Morant in bananas; Falmouth, St. Ann's Bay, Salt River, Black River and Savanna-la-Mar in sugar, and Port Kaiser, Ocho Rios and Port Esquivel in bauxite.

Jamaica has two modern international airports, one at Palisadoes near Kingston and the other at Montego Bay, and Jamaica Air Service operates an internal air service between Kingston, Montego Bay, Ocho Rios and Port Antonio.

Changing pattern of trade

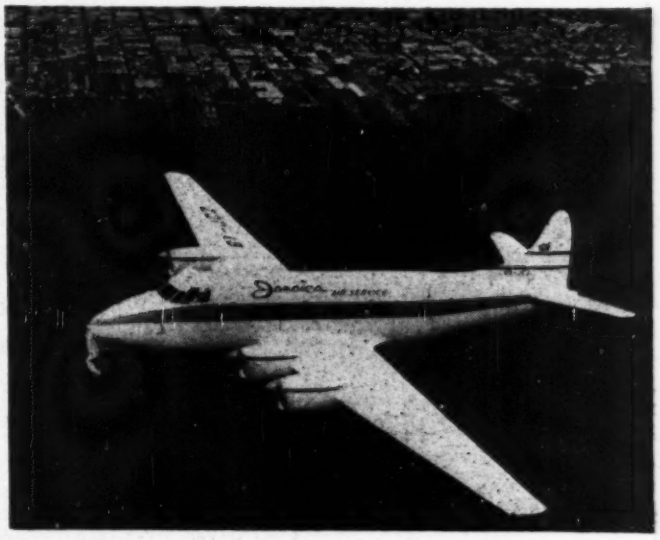
In 1952 imports totalled £36.4 million, of which Britain supplied £14.9 million or 40.9 per cent and the United States £7.7 million or 21.3 per cent. In 1962 imports had risen to £79.6 million and although imports from Britain had risen to £23.5 million the British share of the market had fallen to 29.5 per cent. Imports from the United States were valued at £22.1 million and her share of the market had risen to 27.8 per cent. For the seven months, January to July, 1963, the United States has displaced the United Kingdom as leading suppliers of goods with exports valued at £13.5 million compared with the United Kingdom's £12.2 million. (See Table I). The chief reasons for the emergence of the United States as major suppliers are heavy investment in the bauxite industry; increased sugar purchases (since purchases from Cuba ceased) which have helped reciprocal trade; and the increased trade through United States tied loans and some barter deals.

The outlook for the British exporter

Although Britain's share of the market has steadily declined, it is still a valuable one for British industry with imports from the United Kingdom amounting to £23.5 million, out of a total of £79.6 million in 1962. The American exporter has in recent years secured advantages over his British counterpart through the increased importance of the United States as a customer for the bauxite industry, and as a source of capital tied to the purchase of United States goods. There is also the very real advantage for the United States of proximity, and consequently the speedier delivery of equipment needed urgently, and spares. Nevertheless, Britain still has the benefit of long-standing association and a great deal of goodwill from the Jamaican businessman and customer. Commonwealth preference in many cases can make all the difference between securing and losing an order on price.

It is reasonable to assume that purchasing power is likely to continue to increase, although not so dynamically as in the past ten years. Although there is an increasing emphasis on the local manufacture of consumer items, and therefore the possibility of loss of markets for certain manufacturers, nevertheless the overall picture is one of increased opportunity. There is, however, something of a paradox between the low per capita income and purchasing habits in Jamaica. This is not a market for cheap and shoddy goods. In general, the Jamaican prefers to limit his purchases to a few items of good quality, rather than to buy a range of cheap goods. For the new manufacturing unit there is the prospect for exporters of securing orders for capital goods, and it might pay well to explore this particular avenue.

The Five Year Plan offers many opportunities to British manufacturers. Mention has already been made of possibilities in the field of agriculture; but building and construction work on schools, hospitals, houses, roads, bridges, factories and reclamation offer a rich field for building supplies and fittings, locks and visual aids, hospital equipment, mechanical equipment and pumps. For the water supply schemes there will be a demand for tubes and pipes and pumping equipment, and in 1961 a programme was initiated to provide 23,000 service meters for connections which are at present unmetered. Proposals have been made and sums allocated for local councils to mechanize their street cleaning departments by introing modern garbage trucks with facilities for compressing the garbage, and to purchase bulldozers, traxcavators, rollers, trucks and sprinklers for road construction and improvement. Funds have also been allocated for the purchase of four fire-fighting units, and for the installation of vehicle lights and signal operated traffic lights. Provision has been made for the railway to purchase motor trolleys, track maintenance equipment, signalling devices, rail track and cranes. For civil aviation VOR navigational aid equipment, direct controller/pilot radio telephone equipment, foam pump and rescue tenders, and ancillary equipment are required. These are but some of the many opportunities available to British exporters.



The Kingston waterfront (background) lies on the inter-island routes of Jamaica Air Service.

Photo: Jamaica Tourist Board

Finally, a word of advice to the exporter. With increasing competition special attention must be paid to good and imaginative packing and attractive presentation. Speedy delivery is essential and delivery promises must be kept. Local representation of high calibre with facilities for after sales service, where this is necessary, is required in order to secure business in this now highly competitive market. Also it cannot be stressed too strongly that visits from directors, export managers or other executives are now no longer a luxury but a necessity if British firms are to retain, let alone expand, their share of the market.

THE BAHAMAS

The Bahamas are an archipelago which extends for over 500 miles from a point halfway up the coast of Florida almost to the eastern end of Cuba. The capital and commercial financial and Government centre is Nassau, on the Island of New Providence. The population in 1961 was about 110,000, of which about one-half resided in Nassau.

Industry in the ordinary sense of the term is almost non-existent being confined to lumbering, salt production, and native craftwork. However, in 1955 with a view to increasing the field of development, and improving the standard of living of the inhabitants, the Government of the Bahama Islands entered into an Agreement with the Grand Bahama Port Authority, under which the Authority acquired from the Crown 50,000 acres of land for the purpose of developing it as an industrial and commercial estate known as Freeport served by suitable port and harbour facilities.

FREEPORT, GRAND BAHAMA

Special tax concessions are extended to organizations setting up industries at Freeport. Licences to operate at Freeport are issued by the Grand Bahama Port Authority to approved applicants. Some licences which have been issued cover the following activities:

Construction and repair of ships; marine, mechanical and electrical engineering; building construction; operation of cement plant; quarrying; production of chemical fertilisers; manufacture of printing presses and graphic art equipment; production of radio and electronic components; and manufacture and assembly of flow meters.

The setting up of these industries offer opportunities to British

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exporters to provide some of the machinery and equipment required.

Other development

The Government is at present considering plans for a second dock adjoining Prince George's Wharf as the main feature of a £5 million harbour improvement programme. Plans are also being considered for a new sewerage installation, and with many new buildings, offices, schools and houses already under construction and planned, the building industry shows signs of a minor boom.

Tourism

Tourism, however, is still the main industry and in 1962 a record number of over 400,000 visited the islands. In the seven months to July 31, 1963, 342,400 visitors have been recorded, and it is confidently expected that the total for 1963 will exceed half a million. It is in this field that the British exporter can reap a rich harvest. There is great demand, mainly from North American visitors, for high quality British products such as textiles, cashmere sweaters, doeskin gloves, china, leather goods and liquor and similar consumer articles.

Imports

The imports of the Bahamas include foodstuffs, clothing, dry goods, jewellery, pottery, tableware, cosmetics (including male toiletries), cameras, sports gear, garden and veranda furniture, hardware, building supplies, motor vehicles and general merchandise of every description, both for local residents and to support the tourist business. In an economy based mainly on tourism, and with the overwhelming proportion of visitors coming from the North American continent, there is naturally a strong demand for American goods, but British products of good quality and competitive price can always find a ready market.

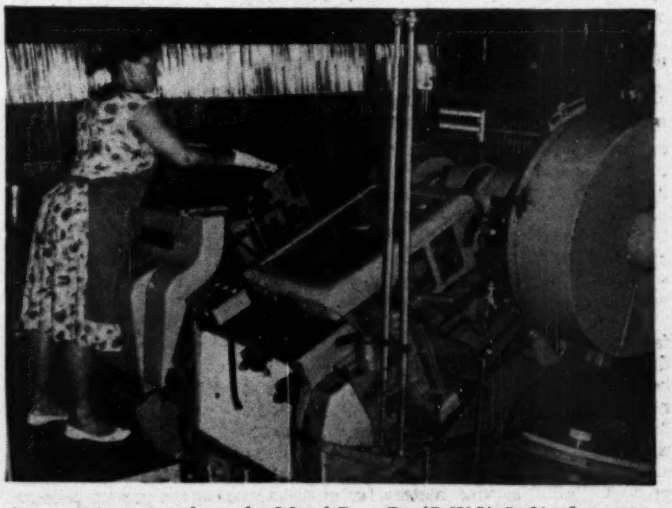
Total imports in 1962 were £24.5 million, of which the United States supplied £13.3 million (54.3 per cent) and Britain £4.1 million (16.7 per cent).

Prospects for exporters

Despite the very real advantage of American exporters of close proximity to Miami, and consequently the opportunity of offering speedy delivery, British goods should be able, by better sales promotion, to secure a greater share of the market. Special attention, however, must be paid to quick deliveries, and to see that agents' orders are executed promptly. It has been reported that Continental manufacturers have been exploring the possibility of establishing warehouses at Freeport, and it is known that licences have been issued by the Authority for the establishment of wholesale and retail suppliers, and to purchasing agents and local distributors.

BERMUDA

Bermuda consists of a group of small islands, of which only twenty are inhabited. In 1960 the resident population was estimated to be about 45,000 of which about 3,000 reside in Hamilton, the capital, which is situated on Grand Bermuda Island.



An operative at work at the Metal Box Co. (B.W.I.) Ltd.'s factory on the Jamaica Industrial Development Corporation's industrial estate in Kingston.

Photo: JIDC.

The economy

Virtually the whole of Bermuda's economy is geared to the tourist industry. In 1962 there were 133,271 visitors, and for the nine months to September, 1963, a total of 114,300 visitors has been recorded. Traditionally manufacturing has been on a very small scale confined to handicrafts, pharmaceuticals, concentrated essences, minor electrical fittings and some furniture, but as in the Bahamas a Freeport has been set up, covering an area of about 75 acres. To encourage the establishment of certain types of industry at Freeport, exemption from tax on income and profits is granted. Goods may be imported or exported, manufactured, processed, assembled or stored in the area without payment of customs duties.

Imports

Total imports in 1962 were valued at £20.3 million, of which £9.5 million (46.8 per cent) came from the United States and £4.2 million (20.7 per cent) from Britain. Principal imports included clothing and footwear; hardware, lumber and structural steel; furniture; and motor cars.

Scope for British exports

As in the case of The Bahamas, the main opportunities are in the field of consumer items suitable for North American visitors; and the same attention should be paid to quality, presentation, and speedy deliveries. Although it takes second place to imports for tourists, there is a small but steady demand from hotels and local residents for such items as kitchenware, bar, and domestic equipment; uniforms for domestic staff; foodstuffs for hotels; household fittings and furnishings; bedding; furniture; and electrical equipment. Additionally, firms with experience of catering for the off-duty requirements of the United States Services might find the PX of the United States, Base on Bermuda an outlet well worth exploring.

Although the Bermuda business community is small it is active and geared to the North American tempo. The business houses have a relatively small but interesting demand for modern office equipment, including business machines, office furniture and office supplies.

Opportunities for the sale of capital goods are limited. There is, however, some demand for earth-moving and contractors' plant, for garage equipment, for stone quarrying plant and for constructional materials. New ideas in building design and technique, offering such features as prefabrication, versatility, heat insulation, resistance to salt corrosion and space-saving would be eagerly studied.

IMPORTS INTO JAMAICA

Value £ c.i.f.

Description	1961	1962	Jan.-July 1963
	Value	Value	Value
TOTAL IMPORTS	75,395,637	79,583,074	46,074,131
MAIN EXPORTERS BY COUNTRIES:			
United Kingdom	24,891,000	23,454,216	12,236,069
U.S.A.	18,397,000	22,108,086	13,487,827
Canada	7,792,000	8,292,535	4,843,844
Netherlands and Possessions	4,597,028	4,525,388	2,562,438
W. Germany	2,925,497	1,922,275	1,370,309
Trinidad and Tobago	2,585,476	2,838,580	1,780,994
Japan	2,248,743	2,768,134	1,731,640
Main imports by heads:			
Manufactured goods	19,362,119	20,098,639	12,329,298
Machinery and transport equipment	16,308,475	18,088,344	9,285,089
Food	14,437,794	16,190,274	9,760,538
Mineral fuels	7,707,832	7,362,429	4,349,328
Miscellaneous manufactured articles	6,832,288	6,497,102	3,447,217
Chemicals	6,215,353	6,493,920	4,068,503
Crude materials except fuels	2,261,055	2,538,312	1,572,051
Beverages and tobacco	1,612,309	1,755,424	960,428

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A policy for the education of managers

BY J. W. PLATT

I WROTE AN ARTICLE in January 1963 for the *Board of Trade Journal* under the title 'Education for Management – The Need for a Doctrine'. At that time there were considerable developments in prospect, and as the general position of Management Education in the country was confused, it seemed a very good moment to survey the scene as broadly as possible. It would be immensely valuable if a general plan could be outlined which would bring the new developments into perspective and link them, in a sensible way, with what we already have.

This challenge has not yet been taken up. Meanwhile the new developments have taken shape more quickly and on a much larger scale than anticipated, and the need for clarification has become even more urgent. So I feel obliged to make a first attempt to define what such a doctrine should be, and to suggest how, in practice, it might be applied. In the interests of clarity I prefer not to go outside the specific question of what education can do to help in the intellectual preparation of Managers, and their development in the course of their careers. I am compelled therefore to leave out such vital factors in the preparation of a Manager as the Career Development policy of his firm and, above all what a good young man with the urge to succeed will do for himself.

I need first to explain the developments referred to. On May 23 1963, Mr. Boyd-Carpenter, First Secretary to the Treasury, announced in the House of Commons the grant of up to £120,000 a year for the expansion of Management Studies at nine Universities and two senior Technical Colleges. This sum was to be financed jointly by Government and Industry. This was a notable advance, but already before it can get under way, it has to take second place to a fresh proposal arising from the recommendation in the first report of the National Economic Development Council. This was that this country should have at least one new high-level Institution for Management Education on the lines of one of the well-known Graduate Schools in the United States.

This recommendation attracted immediate interest, and various proposals have been put forward which are now under consideration. Now that the NEDC recommendation has been endorsed by the Robbins Committee, it appears that we will shortly have one or two major Post-graduate schools which will devote themselves exclusively to Advanced Management Studies. It seems probable that while intimately linked with a University, they will have their own Governing Bodies, and enjoy a measure of independence which will permit the special flexibility which these Studies require. There is a general disposition to make sure that if this is to be done, there must be no half measures. So the investment required is likely to be a formidable one.

I share the view that if this situation is well handled it will give us the rare opportunity of coming late into the field and, by taking advantage of the experience of others, making up rapidly for lost ground. Within a few years we could well find ourselves in a very favourable position.

This is exciting progress, but we must keep our perspective. Whatever is done now will, in itself, raise many difficult problems and can only be considered a beginning of a major effort to get a properly balanced system of Management Education throughout the country. With these major advances at University level we can now recognize a clear trend, and I anticipate that further progress in Management Studies will continue at this intellectual level and on similar lines. We do not yet know the optimum size of these new Institutes; but I have the feeling that in adapting this line of expansion to the educational structure of Great Britain we will find ultimately that we need perhaps five such Institutes. That, however, must be a good many years ahead.

As no reversal of this trend seems likely, I urge that we do not lose time in considering carefully how this will affect the present organization of Management and Business Studies. It will need a great deal of thought and foresight to make certain that we adjust ourselves to make the best possible use of everything we already have.

I start my thinking, therefore, from two premises:

Firstly; there can be no compromise on the pursuit of excellence on which we are now embarked.

Secondly; We must make every effort to fit all we already have in some acceptable way within the new pattern.

There is another point to be considered. Undoubtedly the proposal for new high level Institutes has had a spontaneous welcome from important industrial interests. Nevertheless, it is a fact that there is at present a good deal of dissatisfaction among businessmen with what seems to them to be a scene of great confusion. They realise that in the educational preparation of future Managers there is something important at stake which compels their serious attention. But many are disillusioned by the increasing variety of the Courses offered, and by the conflicting claims and opinions which fill the Press. Some even feel that they would rather do nothing than venture further in the dark. We must be prepared to meet such reasonable doubts. I hope that an answer will emerge in the course of this paper: but very shortly it is that there is, indeed, a good deal of confusion. The new Institutes will fill a very important gap at the upper end of the scale, will result in a raising of standards at all levels, and are our real hope for the satisfactory development of these Studies in Great Britain.

A Broad Plan

My purpose in this paper is to indicate the line of approach to a broad plan which will cover the whole field, to sketch one in outline, and to see how it could work out in practice.

We will not find the answer in an analysis of what is now being offered in such a variety of subjects, and at so many levels. What we need is an examination of the real requirements of business, based on practical considerations which businessmen will recognize and accept. This has always been the missing key. Businessmen, understandably occupied with their affairs, have never been able to define clearly what they expect education to accomplish in the preparation of their staff for entering a business career, and for their development in the course of it.

But it is not merely that men of business are too engrossed in their affairs to turn their thoughts seriously to this matter. There is an inherent difficulty in that education and business are two different worlds which find mutual understanding hard. So far the lead has been taken by the educationists. But this is unsatisfactory and unfair to them, because they have a natural difficulty in putting the case in terms which businessmen will instinctively understand. They are also concerned primarily with their academic subjects and their pedagogic problems. What we now need is more clarity in policy and planning, and this is where businessmen can help and where their intervention is long overdue.

Fortunately, help is available in a recently published report on Management Education by a Committee of the Federation of British Industries. This is notable as the first serious inquiry – at least the first which I have seen – which has been written by businessmen themselves and is backed by a business Institution of great standing. They, too, take as their starting point the true needs of business and what it hopes education can provide for them.

In writing of the great wave of interest in the problems of Management and Management Education on the part of Universities

and Technical Colleges, the report comments that: 'The enthusiasm in educational circles has not always been backed by a sufficiently clear or representative guide from industry as to its needs: there is consequently a great dispersal of teaching effort and talent, and a degree of disillusionment on the part of educational Institutes, industry and the students themselves'. This criticism is directed against industry, and it is indeed strange that we have gone so far with Management Education in this country without appreciating this essential priority.

This encouragement makes my task easier. I can make no claim to scholarship, but I have conscientiously striven to get an understanding of the academic aspects of this problem, and have had good opportunities to survey the field in this country, on the Continent of Europe and – to a reasonable extent – in the United States. As a businessman I am attracted by problems of policy and planning – by the task of finding out what needs to be done, and then with seeking the way to get it done. If I can succeed in isolating the simple essentials in a form which businessmen will accept as a general guide, and educationists find practicable, we must leave the educational programmes to the professionals.

The first step

Now how does one set about this? The first step is to simplify the problem down to the barest essentials. I offer the thought, based on my own thinking and experience, that we need consider only two aspects which between them practically cover the field: namely the General Management of a business and the functional departments into which a business is normally divided – marketing, finance, production, personnel, and so on. Any Chairman who felt fully satisfied on these two points would indeed be a very contented man!

In speaking of the education of men for General Management, we must have some picture in our minds of what we aim to achieve.

We have all had experience of the magic hand of a good Manager on a business which has run into difficult times: he brings harmony and a sense of purpose, and it will not be long before his influence is felt in every corner – from high policy to office routine. He is the man who in final decisions must weigh the imponderables which affect the best calculated plans which come to him. He must have the quality of seeing at a glance just where the weak spot in a suggestion is. He must control people, and yet inspire them to work independently. He must keep many things in his mind simultaneously, and must find time to settle them one by one while keeping his perspective of the whole. Most important of all is the sureness of his judgment, and this is solidly based on the qualities inherent in good management – knowledge, experience, and a highly developed intelligence which is disciplined and realistic. He is not just a point from which wisdom is calmly dispensed. He works under great pressure and strain, for he is, in fact, the centre of energy and must set the pace of the machine and himself keep the pace which he sets.

My point is giving this glimpse of some of the qualities required in top Management is to emphasize that the task of education must be to help to produce men of the highest calibre who rank with the best in the country in any field of endeavour. I have seen some Management Courses which are of a very trivial nature, and can have no significant effect on the development of men of this calibre. No education below the best can be satisfactory.

Below the General Management and serving it there are the functional departments, and the General Manager cannot do his essential work calmly and effectively unless he can be assured that each function operates well – with the best trained personnel and an expert practice which is at least as good as the best in the same field elsewhere.

I believe that education which aims to improve the quality of both Managers and Management practice should measure its efforts against the following two overriding needs:

1. The preparation of the man – to fit him for the exacting responsibilities of higher Management.
2. The development – through study and research – of all the specialisms which modern business requires, and the education and training of expert practitioners.

This may seem simple and obvious, but if it is acceptable we must then face the fact that an honest review of what we are doing now would show conclusively that in neither of these fields have we done more than scratch the surface. And then we can fairly ask what is our Management Education now doing for us!

I expect plenty of criticism and comment. No one man can hope to produce the only answer to so complicated a problem as this, and challenge and debate will bring us nearer to the truth. But I hope that whoever is inclined to contest the validity of my formula will set down an alternative in equally concise form, and either justify what we are now doing or say what we should be doing.

The report of the Federation of British Industries has this to say on the point: 'There is a clear differentiation between the task of Management and the technique of Management. The higher Management, where men work independently to a common purpose, requires a high order of intelligence, adaptability and co-operation, and their concern is with the formation of general policy and guidance as opposed to specific instruction'.

My next object is to check how far a simple and continuous plan of education can be designed to cover these two considerations. It is important to think of the preparation of men for Management responsibilities as a continuous process which, to make use of every precious year cannot start too soon.

I think that here it will be of help to give an indication of the dimensions of these plans – however tentative the estimate has to be.

The Graduate Schools in the United States are expanding steadily and must now be granting at least 7,500 M.B.A. degrees each year. A comparable objective for Great Britain would be 2,000. We can take the average span of a man's career as 35 years, and assume that a man who qualifies for General Management will average 15 years in his specialism. We may suppose also that one-fifth of each year's intake will disappear for one reason or another, that three-fifths will remain in responsible positions within a specialism, and that perhaps only one-fifth will emerge into General Management. Therefore, when a full cycle has been completed, the result of this educational effort will be – at any moment – 48,000 educated and expert specialists, and 8,000 General Managers. It is on some such figures as these that we should now set our sights.

Three stage educational plan

I see this educational plan in three stages. The first and the third deal primarily with the preparation of the man, and the second covers both.

Stage 1. The first is immediately post-graduate or in the very early years of employment. This is the basic Management Education which has proved itself in the United States, and that is a fact we cannot disregard. We may work out our own salvation on slightly different lines, but it would be foolish to ignore or disparage achievements which are so far ahead of our own.

Post-graduate Studies are now increasingly accepted in this country. This is the first deliberate stage in the development of the man. I believe profoundly that the depth and relevance of the intellectual preparation for his career is of the utmost importance, and will contribute greatly to the timely development of his powers.

The average Graduate will have taken his degree in an established academic discipline which will have stretched and developed his mind and have given him an appreciation of quality. For the purpose of intellectual development this is the best which our educational system provides. But it tends to keep the mind in too narrow a field, and Graduate courses and examinations tailored to the needs of careers are more and more favoured. For business, this is of special importance, and the first necessary stage of de-specialisation is when the graduate can turn from his academic subject and apply his mind in the same rigorous way to the study – for one year or possibly even two – of certain aspects of subjects which will be useful to him in the environment of his business duties – Economics and Finance, Accounting, Statistics and Mathematics, Sociology – a very familiar list. This is still essentially part of his education, but as he has now his career in sight, there is no doubt that he will get great profit if the subjects are handled by teachers who, without sacrificing scholarship, know how to emphasize their relevance to the problems of business. This must increasingly be the case, as independent departments or Institutes of Management Study at University level increase in number. Being dedicated to one object they will develop a personality and morale which are peculiarly their own.

In this way the intelligent recruit to a business career will hasten his development as a man of affairs and improve significantly his ultimate capacity. This view also has the support of the Federation of British Industries. Acknowledging that Graduates who have passed their studies in current disciplines follow up with successful careers in business, they add: 'All one can say is that if their education had been related more to the business environment, they might well have been more successful, and that more quickly'. I agree, but would make this sentence much stronger.

Stage 2. The second stage covers the first 15 to 20 years in the career of a businessman in which education must go hand in hand with

experience and be related to it. He will start in some specialized field – for example Marketing, Production, Finance, Personnel, and so on. His company will have no particular reason to move him to other work, and generally he will expect to remain in this initial specialism for many years – perhaps for his full career. This, therefore, is where he must make his mark, and both his promotion and his ultimate prospects depend on becoming master of his own field of work. To go deeply into a specialized field of work is very much in the interests of his company. But it is also a very valuable part of his personal education. I do not believe that a man can expect to be a fully successful General Manager unless he has first been well grounded in a specialized field.

Therefore, somewhere in the educational system we must find a place for good quality teaching and research in the main functional fields, and in other specialized subjects which may justify inclusion. Each covers a wide range of studies which are not only of unquestioned practical value, but educationally acceptable as well. Some of the higher techniques – such as Operational Research – have achieved an intellectual status which is fully accepted in academic circles.

But within our present educational system my thoughts turn first to the Technical Colleges as the most appropriate centres in which to build up these studies. Dr. Tom Lupton has written: 'It seems to me that the strength of the Technical Colleges lies in their practical "How to do it" orientation. Where there is an identifiable and accepted professional and vocational skill to be taught, the Technical Colleges will do it well – better than the Universities – because they are closer to the practitioners'. Within the framework of this suggested national policy, I see the principal role of many Colleges as acknowledged specialists in these valuable functions whose possibilities have not been thoroughly explored in this country. They are the technologies of Management, and excellence is as hard to attain here as in other fields. The job has to be done, and I am sure that no College would be doing work less significant or exacting than it is doing at present.

Such specialization which goes deeply into one field of work offers exciting possibilities. There is scope for much practical research. There would be full-time courses at more than one level of sophistication to meet the needs of different classes of firms. There would be short, intensive courses of real authority for men who are entering the zone of General Management from other specialisms. General Management subjects must be retained so that both in his work and in his education the young specialist will be kept in touch with other aspects of the business and gradually broaden his grasp of the whole.

Some Colleges will be unable to concentrate on more than one specialism: others may find if possible to handle equally well two or three. But diversity must not be at the expense of quality or thoroughness, for the essence of this idea is that it is better to excel in one subject than to try to cover a wider range of subjects at a lower level.

The effect of such a reorientation of work among the Technical Colleges not only on the men themselves, but equally on the general competence of British business in these fields of work, could be incalculable. It would, of course, create many difficult problems but none – as far as I can see – which are insuperable. Personally I believe such a line of action is both right and practicable.

Stage 3. The man who has made his name in his specialism and is considered to have the potential to go further is now ready for the next step in his career. It will always stand him in good stead that he has thoroughly mastered all that is to be known of one field of work. 'Competence', a psychologist has said, 'without all-round capacity, leads to too dangerous over-emphasis on the specialism: all-round knowledge without high competence in one field leads to dilletantism'. He has a basis on which he can build, and from now on he must get an outlook over a broader field – learning to look at his specialism from a distance as part of a wider world in which he must give everything its proper emphasis and proportion.

No rule can be made about the timing of a man's move into General Management: it is dependent just as much on the convenience of the company as on the stage of preparedness of the individual, and can come at any time. I would say that on average, a man of good managerial potential would remain about 15 years in his functional department.

I hope that intensive courses in other specialisms will be available for men at this stage in their careers, but practice is now more important than instruction. It is most valuable to have periods of responsibility in other specialist departments. Reasonable diversity is important, but so also is direct responsibility. He must throw himself wholeheartedly into each opportunity, and by digesting a good variety of experience, he will become progressively capable of facing new circumstances with confidence and success. He is now, in fact, developing the special managerial talent of selecting and interpreting information from whatever field it comes to him.

Education still has an important part to play for the chosen few. We now approach the last opportunity of formal educational preparation for the next fruitful 15 to 20 years, when the potential top Manager moves to the culmination of his career. His powers will be stretched to the full, and his progress will stop only when his reserves of capacity are exhausted. The best men will always end their careers with some capacity in hand. But most men have their ceilings, and the realization of this can come at any level and often very suddenly. I have not seen this satisfactorily explained, but feel that it often must have something to do with the limits of a man's mental horizon.

At this point more than one stream can come together.

For the most fortunate, this is another step in a planned programme of education and experience which begins from the moment of graduation. There will not be many in this position to begin with, but if these new ideas which are now developing take root, the number will progressively increase.

For others, it will be the opportunity to emerge from the trammels of excessive specialization: yet others will have the chance to make up for early opportunities which have been missed: and there will be still others who, for one reason or another, have been late starters. In all this there lies the hope that a great deal of talent which has been missed can yet be rescued.

On present indications these long term plans will take the form of a sabbatical period of full-time study in which selected men of the highest potential will have a further exacting educational test. They will now be deliberately prepared as the top Managers of the future – to some extent filling gaps in their experience and knowledge, but generally to be constructively brought up to date in the latest Management and Organizational thinking, the higher skills and techniques of Management, and political and economic developments. In company with their equals they will get a new vision of their future opportunities and responsibilities.

Initial courses at this level will meet the demand for Middle Management Courses which many hope will be a major activity of the new Institutes shortly to be established. This is remedial action for men who have had no training of a broad nature but have shown promise in their Management function and justify the expectation that they will play a part in the general management of their companies.

I fully expect that the new proposals now being worked out will make good provision for this demand. An early start can be made, and these Middle Management courses will naturally merge into the long-term plans for Stage 3 as these take shape.

The most open expression of this idea which I have seen comes from Oxford in a report by the Committee on Management Studies. Oxford proposes to limit its work to higher Management Study which, as it has developed in recent years, is of unquestionable intellectual status. 'Our own intellectual life (in several at first sight quite different neighbouring fields) would be richer and more exciting if we had more of it here. It could be developed up to a point as a self-contained academic study; but there is no doubt that its development (in America) has been facilitated by contacts with business, by the stimulus of having actual business problems fed back to Universities (more or less as happens in some of the natural sciences). But it is evident that such contacts, if they are to be valuable, must be contacts with people actually engaged in business: "low-grade" training of those who think they are going into business is of no use in this connection'.

There is confirmation also in Sir Eric Ashby's Presidential Address to the British Association for the Advancement of Science. His conclusions apply with the greatest force to the education of Managers of business. He quotes Charles Carter's remark that 'education is not an act of salvation after which one is safe for eternity'. It cannot be assumed, for example, that a three-year undergraduate course is sufficient to set up a man for a life-time. The present generation of students will still be employed in the year 2000, and long before then their Degrees and Diplomas will have become obsolete. Hence measures to combat obsolescence have become of prime importance. The idea of Refresher Courses has appeared, but the scope and duration of most of these are pitifully inadequate to meet the need.

(Concluded at foot of next page)

Mr. Heath to visit North West

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, was expected to visit the North West Region and Cumberland on November 21, 22 and 23. On November 21, Mr. Heath was due to dine with the Lancashire and Merseyside Industrial Development Association.

Today he is due to meet the staff of the Board of Trade, North-West Region, in Manchester, have talks with the Regional heads of other Government departments, and speak at the Canada Club of Lancashire luncheon. Later in the day he is expected to visit Merseyside, where in the evening he is due to dine with a group of leading Merseyside businessmen.

Tomorrow Mr. Heath is due to attend a meeting in Barrow-in-Furness, following which he will visit Carlisle where he is expected to lunch with representatives of local authorities and industrialists in the area as a guest of the Cumberland County Council. Later in the day he is due to meet the Cumberland Development Council at Workington Town Hall, and visit Marchon Products at Whitehaven, following which he is due to attend a dinner given by the firm at which industrialists from South and West Cumberland will attend.

Mr. Edward du Cann to visit New York

MR. EDWARD DU CANN, Minister of State, Board of Trade, visited New York on November 20. For his first official engagement in the United States since his recent appointment, the Minister spoke at the Europe lunch of the National Foreign Trade Convention. His subject was Britain and America in World Trade. On the same day Mr. du Cann addressed a private meeting of the Council on Foreign Relations.

Amendment to H.P. Acts

A Bill to amend the Hire Purchase Acts is to be introduced during the present Parliamentary session. This was announced by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, during the Debate on the Address in the House of Commons on November 14.

Mr. Heath said: 'This will be an important part of our policy of extending consumer protection. It is the second item for giving effect to the recommendations of the Molony Committee on consumer protection.

'As the House knows, we set up the Consumer Council in April of this year, and it now meeting regularly under the chairmanship of Baroness Elliot of Harwood. The Hire Purchase Bill is intended to deal with those questions where we know action is immediately necessary, but more fundamental questions are involved in this whole matter. We are now studying these in the Department and, while we are doing so, we shall welcome the views of the finance houses, or any other bodies concerned, about these deeper problems which will not be immediately dealt with in the Bill which we shall soon be presenting.'

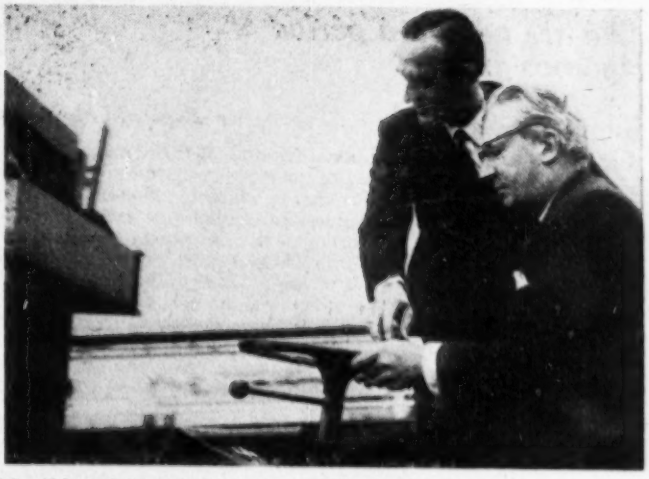
Note:
The Secretary of State's speech, in which he referred to the modernization of industry, exports, and the White Papers on Central Scotland and the North-East will be found in columns 323-349 of Hansard of November 14.

EDUCATION OF MANAGERS, continued

I hope that we will have the foresight to apply these thoughts to the educational preparation of business Managers, so that in this period of most rapid change, each generation as it grows older will refresh itself, and reduce the growing gap of misunderstanding between the young and the old.

Sir Eric gave to his address the title 'Investment in Man'. There is the passion of conviction as well as eloquence in his final sentence: 'The task of higher education (in the words of the President of the Carnegie Corporation) is to provide a "framework within which continuous innovation, renewal and rebirth can occur". In the disturbing, storm-swept, feverish thirty-seven years remaining to this century, nothing less than this will suffice for investment in man'.

Note: Lord Franks' report on British business schools is expected to be available before the end of this month—Editor.



Mr. Edward Heath driving a tractor at the recent Hanover Fair. From the new film 'The Open Door' produced by the Rank Organisation for the Export Council for Europe.

Mr. Edward du Cann, Minister of State, Board of Trade (right), discusses a point with Conde de Caria, president of the Lisbon, Portugal, Chamber of Commerce during his recent visit to London. Also in the picture are H. E. Senhor Manuel Farrajota Rocheta, the Portuguese Ambassador in London (left), and the Earl of Verulam, president of the London Chamber of Commerce (second right).

Mr. David Price, Parliamentary Secretary, Board of Trade (right) with Mr. Dennis Rider, director of the Glass Manufacturers' Federation, looking at an engraved glass goblet at the recent exhibition of work by students of the Stourbridge College of Art.

'We are now in a period of vigorous growth'

— Mr. Reginald Maudling

THE LATEST REVIEW of the National Institute of Economic and Social Research confirms the evidence of your own production survey. We are now in a period of vigorous growth which the National Institute forecast will well exceed the long-term target of 4 per cent', said Mr. Reginald Maudling, Chancellor of the Exchequer, to a luncheon of the National Association of British Manufacturers on November 15. 'We have been taking up slack in the economy. There is still some surplus capacity but it is shrinking. Now is the time to tackle the next problem, which is how to establish a sustained 4 per cent growth rate as we approach capacity working. I have no doubt whatever that this target, unanimously accepted by all parties to NEDC, can be achieved. But it will not in practice be achieved without a conscious national effort.

'The Chancellor went on the say the the first condition was the full use of all our resources, human and material. This meant tackling the problems of expanding education, including management education, of training and retaining and of regional development on an even more ambitious scale than we had already. We must have a better balance between regions and between skilled and unskilled manpower if we were to make full use of our labour force, which in the long run must be the limiting factor on our rate of growth. Government, management, and unions had a joint responsibility in this. In the Budget and in the Queen's speech for this session of Parliament we had set out clearly what the Government was doing, and we should look to management and to union leadership to support us in this national effort.

'I recently issued two warnings about problems that are facing the country. The first related to public investment expenditure. I said that we had gone in this field as far as it was prudent to go for the immediate future. I believe this view is now generally accepted, and indeed there have been voices raised, sometimes in surprising quarters, to suggest that we may even have gone too far.

'My second warning related to the level of incomes, and I want to repeat it again today. I want to say, with all the emphasis I can command, to management and unions that if we are to achieve our joint objective of establishing a sustained rate of economic growth then it is absolutely essential that the principles and practice of a rational incomes policy should be accepted by all concerned. We cannot have sustained growth without adequate exports; we cannot have adequate exports unless our costs and prices are competitive; we cannot have competitive costs and prices unless we keep the movement of incomes in line with the development of productivity.'

So far as wages and salaries were concerned, continued the Chancellor, there was a responsibility resting on management as well as on unions. Wage demands, above the level the economy could afford without inflation, pushed through by sheer force of bargaining power could not fail to undermine our nationally accepted growth programme. But equally important, if employers bid against one another for scarce labour regardless of the effects on costs and prices, the same damage could be done.

'The practical considerations that arise in the case of profits and dividends are different, but the principle must be the same. The Government have always accepted that it is unreasonable to ask one section of the community to exercise deliberate self-restraint if the result is that other sections get a greater share of the national income. The practical difference is that while wage rates are generally uniform throughout industries profits should never be, and while wages move upwards at a fairly constant pace profits fluctuate up and down.

'Even with the sharp increase in profits recently they are barely higher in total than they were three years ago, while in the meantime wages have made a substantial advance. But we will once again fail in our national growth objective unless industrial concerns pay even greater attention to costs and prices. Much progress has been made of late in this direction, and much success achieved: we must continue to build on it. In particular it is essential that where industries have a high growth of productivity they should share the benefit of this with the rest of the community by reducing prices.

'With growing industrial production the economies of full-scale operation contribute substantially to lowering unit costs. The benefits of the greater efficiency that come from full-scale operations must be shared with the community as a whole through lower prices. If this is not done, and there are some splendid examples of how it should be done, for example in the chemical industry, and if the rapidly expanding industries try to keep for themselves, management and labour together, all the fruits of their increased productivity, then the result cannot fail to be a further push for the whole of the economy in the direction of inflation with all that that means'.

In conclusion, the Chancellor said that this was a time to be optimistic about the prospects for Britain. Every day brought fresh evidence of this. The outstanding condition of success was the acceptance in practice of a rational incomes policy. This was not a pay pause, or a wage freeze, or a dividend freeze either. The purpose of an incomes policy was not to keep incomes down but, as he had said in the past on more than one occasion, to ensure that they rose just as fast as the nation's economic progress can justify. In real terms they could rise no faster than this. But if we tried to make them the result would be that we failed to achieve the measure of advance that was possible.

Massive increase in exports to industrialized countries

— Lord Drumalbyn

LORD DRUMALBYN, Minister of State, Board of Trade, visited Nottingham on November 15 and addressed members of the Nottingham City Business Club at their luncheon, and in the evening spoke at the annual dinner of the Federation of Lace and Embroidery Employers' Associations.

In his luncheon speech Lord Drumalbyn said:

'Being ourselves a great trading nation we need not and should not consider any one group of nations as being of greater importance from the trade point of view than any other. Our task must be to remove obstacles to trade and to pursuade others to remove them wherever we can. Where unity exists or can be established, we should strengthen and extend it, in the interest both of the countries sharing that unity – whether it is the unity of the Commonwealth or the unity of Europe – and of under-developed countries elsewhere.'

The Minister said that one of the principal functions of government was to act as the air reconnaissance, as it were, for home industry – to feed back intelligence of the broadest kind as to those countries where the prospects were especially good at any given time for the development of trade in general and certain exports in particular. He then asked 'Why has trade with USA and Europe been expanding?' He said that a large part of regrowth in our exports, particularly since the middle 1950's, had occurred in our markets in the industrial countries. It was a fact that trade between the industrialized countries of the world had been increasing rapidly of late while trade between the industrialized and under-developed countries has been increasing much more slowly.

On the other hand exports to the Commonwealth had shown an underlying upward tendency since the middle 1950's. It was certainly not through any lack of desire to sell in these countries either on the part of industry and commerce or on the part of the Government. Aside from balance of payments difficulties in some cases, the fact was that competition had become very much keener, not least because these countries were themselves anxious to develop their sales in other countries as well as here, and that meant that their new customers were also anxious to sell to them.

Continuing, he said that balance of payments difficulties in many under-developed countries did restrict their own progress and the amount they could afford to buy from abroad. The problem was how best to help the under-developed countries so that their growth also would be stimulated while the burden of help would be fairly spread between the wealthier countries. This was a problem of which the Government was keenly aware and to which it was seeking a solution in conjunction with other countries. Meantime it was of the utmost importance for the future that we should maintain and strengthen our trade links with those countries in which expansion of our exports had proved more difficult as well as those in which we had been meeting with success. 'We want to see trade grow with all countries, including the Communist countries; and the best way in which the Government can help is to work for the progressive elimination of obstacles and abuses. We are looking forward to the Kennedy Round of tariff negotiations between members of GATT in May with high hopes that further encouragement to trade will result. If a country with such great purchasing power as the USA holds out a possibility that they may reduce their tariffs en bloc by half it is worth our while to sit up and not only take

notice but take action ; and that is what we mean to do.'

The Minister said it was no use removing obstacles to trade unless we ourselves were able to take advantage of their removal. It was because we had confidence in ourselves that we could afford to do so. But we could only succeed if we not only showed our traditional aptitude for adjustment but if we had an expansionist mentality. The sheer pressure of competion at home and abroad was accelerating modernization. 'Modernize or quit' was the slogan. Modernize management, machinery, methods. Modernize training, treatment and outlook of staff. 'What should be retained and what improved and what replaced – these are matters for the individual judgment of each firm. There should be a true partnersip between government and industry, each consulting the other with full confidence in each other and neither expecting the other to do what is not properly its function to do.'

Speaking at the Lace and Embroidery Employers' Association annual dinner later in the day, Lord Drumalbyn congratulated the Lace Furnishing Manufacturers' Association on their initiative in organizing a 'joint venture' with the Board of Trade at the Frankfurt Spring Fair in February, 1964. This Fair was one of the most important in Western Germany for consumer goods ; it attracted buyers from all over the world. He hoped that the association's enterprise would lead to increased export orders for the firms concerned, and also that other members of the industry would consider participating in overseas fairs as a means of increasing their export trade.

How the Periodical Press helps trade

IN HIS SPEECH at the fiftieth anniversary dinner of the Periodical Proprietors' Association held in London on November 14, Lord Drumalbyn, Minister of State, Board of Trade, said: 'We recognize the very valuable part your publications play as a vehicle for advertising – for making known the products and services which our people can offer to each other and to customers overseas. We recognize too, the part you are playing in helping to maintain high ethical standards in advertising through the Advertising Standards Authority.

'Naturally our closest contacts are with the trade and technical journals. Through them you provide British industry with the up-to-date information about trade and technical development which it needs and which is essential to intelligent planning. Through them you provide buyers overseas with a valuable guide to the goods which British industry can offer. Indeed both you and we Ministers at the Board of Trade set ourselves the same objective – to encourage industrial efficiency at home and increased sales overseas.

'I think we can claim in conjunction with the Central Office of Information to help you in three main ways:

(i) as a source of information. The Board of Trade's press office issues over 500 notices a year to nearly 600 specialized journals. We are always happy to receive telephone inquiries about Board of Trade subjects. We cannot always answer them – someone asked us the other day how many buttons are lost annually in Britain. But we do our best;

(ii) as a customer. We buy over quarter million copies of 457 technical and specialized periodicals year and distribute them to our Embassies, High Commissions and Consulates;

(iii) for 40 of your 50 years we have been supplying addressed wrappers to enable publishers to send copies of periodicals to some 320 posts overseas. Many of the periodicals subsequently find their way to local firms or technical schools abroad'.

Industrial Training Bill

BOARDS WITH POWERS to set standards of industrial training, to impose a financial levy on employers and to make grants to firms providing approved training, are proposed in the Industrial Training Bill, presented to Parliament by Mr. Joseph Godber, Minister of Labour, and published on November 14.

The Bill also provides for the Government to make grants or loans totalling up to £50 million to help the boards, and for the appointment of a Central Training Council to advise the Minister of Labour.

The Bill, which gives effect to the proposals set out in the White Paper on Industrial Training (Cmnd. 1892), authorises the Minister of Labour to set up industrial training boards and to define the industries in which they will operate.

It lays down two main duties which a board must discharge:

(i) to see that sufficient training is done in its industry;

(ii) to publish recommendations on the nature and length of training, the standards to be reached, and the further education to be associated with training.

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Programmes for growth and development in Central Scotland and North East

INTRODUCING the two White Papers on development in Central Scotland and the North East* in the debate on the Address in Parliament on November 14, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said:

'One part of my own responsibilities, as I have explained to the House, is for regional development. The primary objective of regional development is to promote the growth and well-being of – and I emphasize this – the country as a whole. It is important that from the outset of the argument we should recognize that the purpose is not limited to helping particular regions, but to helping the growth and well-being of the country as a whole.

'It can do that by relieving present congestion and preparing to meet the demands which a growing population will make on this country, in terms of communications, employment, and so on. Like most advanced industrial countries, we have the problem of regional imbalance. The forces which brought it about are very powerful, as Governments of all colours have found in these last years.

'Some people may still argue that these forces should be left to operate unchecked. We may hear that point of view expressed, but I feel that few would argue it. What is important is that the measures used to control these forces should be ones which will promote and not impede national growth and efficiency. That must be the criterion by which we judge the actions that we take. Some people see regional development primarily in social terms. I want to be frank here: for this reason they do not think it appropriate that regional development should be in the hands of a Minister at the Board of Trade.

'I think that they are wrong. The real life of a region is bound to rest upon its economy. In our view, therefore, it is right that the responsibility for regional development should rest with a Minister who is concerned with industrial efficiency, with technological change, and with the general processes of economic growth. In exercising my responsibilities as Secretary of State I do not intend to take a view which is limited to economic matters. I am as anxious as anybody to develop to the full all the amenities of a region and to make the fullest use of all the skill and energy available in doing so.

'The approach of both pre-war and post-war Governments to this problem has been to seek to deal with problems of unemployment in particular places through policies for the distribution of industry. These policies have recently had two main points: first, a limitation on expansion, and, secondly, inducements to go to particular places. The conception we are now putting forward is a wider one based on the development of a region as a whole and its development in all its aspects.

'The appointment of a Minister with positive responsibility for regional development carries forward the work which has recently been done by the Government. It follows the Lord President's appointment as Minister with responsibility for the North East.

Mr. Heath then said that he would like to add his tribute to the enthusiasm, flair and the immense value of work which Lord Hailsham brought to this assignment. They were building not only on the Lord President's investigations but also on the work done in Scotland under the direction of the Secretary of State for Scotland; on the planning studies initiated by the Minister of Housing and Local Government; and on the work done by the Toothill Committee and the National Economic Development Council. The House would want time to digest the two White Papers, and he understood that there would be opportunities to discuss them at an early date.

Speaking of the main features of the two White Papers, the Secretary of State said he would like to set them in the context of the general themes which are common to both.

'These themes are growth, modernization, continuity of development and partnership.

*'Central Scotland : a Programme for Development and Growth' (Cmnd. 2188). 'The North East : a Programme for Development and Growth' (Cmnd. 2206). H.M. Stationery Office, each 5s., by post 5s. 6d.

Growth

'In both regions the emphasis is on the promotion of *growth*. The aim will be to provide a steady rise in the level of economic activity to a point where further growth will be self-generating and will provide the basis for a sustained rise in employment.

'The Government are adopting, both for industrial expansion and social investment, the concept of growth places. The application of this concept differs in the two regions. This is because the growth places have been chosen after detailed study on the ground as the places which have the best prospects of generating faster growth in the region.

'In Central Scotland there will be a series of growth areas (which of course includes the four Scottish new towns) spreading across the central belt from Glenrothes in the east to Dumbarton in the west. Each growth area is situated as to fall within the influence of either Glasgow or Edinburgh. When the modernized communicating network is complete people will all be within easy travelling distance of these cities, and there will thus also be modern links with the South.

'In the North East there will be a single growth zone. This will be roughly the area formed by Tyneside and Teesside and that part of County Durham which lies to the east of the Great North Road. This covers only a small part of the region but it takes in the main existing centres of population and activity.

'Within this growth zone the two main conurbations of Tyneside and Teesside and the Darlington/Aycliffe area will be regarded as centres of expansion.

Modernization

'The second main theme of the two White Papers is *Modernization* of the whole life of the regions. The inducements to enterprise which already exist will be combined with a wide range of measures to make each region a more efficient place, a better place, in which to live and work. These measures will be deployed and co-ordinated on a regional basis in deliberate support of the basic growth policy which I have just described.

'Better communications, more and better housing, urban renewal, a raising of standards in the whole environment – a bettering of the whole quality of life – are all essential features of the programmes for both regions.

'In Central Scotland, for example, the road programme for the next five-year period will be increased from £83 million to £101 million; the annual rate of new house building will be stepped up from 23,000 to at least 30,000 in the next few years, and higher still thereafter; the four existing new towns of East Kilbride, Cumbernauld, Livingston and Glenrothes will be expanded substantially beyond the original targets – and more quickly. Two additional industrial estates are being developed by the Board of Trade at Bellshill and Donibristle; and a big new drive will be made on rehabilitation and renewal in the older industrial areas such as North Lanarkshire and Central Fife.

'In the North East of England similar action will be taken. The road programme will be extended from £58 million to £108 million; the combined public and private housing programme will be raised from 18,000 to 25,000 annually; the target size of Aycliffe new town will be more than doubled; a further new town will be built at Washington, for 70,000-80,000 people; the investment programme will be stepped up substantially in town centre redevelopment work, especially in Tyneside and Teesside.

Continuity of development

Mr. Heath went on to say that the third main feature of the White Papers – they aimed at growth and modernization, but also aimed at *continuity*; there was a firm Government commitment to a sustained effort for many years to come.

These are stubborn problems which we have to face, and the policies are based on a long term concept. The assurance is required

to give confidence to the local authorities, to the construction industries, to firms considering expansion, to workers still not convinced of the need for skilled training, and to all the men and women worried about the future of these regions. The commitments made to modernization should give them this confidence in ample measure.

'The White Papers make it clear that the Scottish growth areas and the North East growth zone will not be removed from the list of development districts until there is strong evidence of a general and sustained improvement in employment in the region as a whole.

Partnership

'The fourth theme of these White Papers is *partnership* – partnership between Government Departments; between Government Departments and local authorities; between central and local government, and between local authorities and all the other interests in these regions. It is not just a matter of official policies and programmes.

'It is a question of the task being one for the local people in the regions, working together.

'The business community have an obvious part to play. The universities and technical institutions and research bodies too will be putting their ideas and know-how into the pool of regional thinking and planning. The voluntary organizations have their task of helping to make fuller opportunities for people – in places undergoing rapid social and economic change. There is also the work done by the Scottish Council and the North East Development Council.

'The Government has decided, following the report by Messrs. S. H. Benson on the publicity arrangements for areas of high unemployment, to offer Exchequer assistance to the Scottish Council and the North East Development Council for building up their promotional activities. We believe that given help of this kind they can do even more valuable work.'

Speaking of the role of the trade unions in the partnership theme, Mr. Heath said they would have a key part to play.

'Building needs new methods and new skills. Not only for the additional public investment called for – though even that will founder if men are not forthcoming ready and able to get a big rise in constructional output. It is also a question of showing industrialists that these regions can offer people able to take on the kinds of work that growth industries need.

'The Government will do all they can to get training facilities expanded. I am sure that the Trades Unions and their members will ensure that this expansion has fruitful results.'

Mr. Heath went on to say that the four main themes of the proposals – growth, modernization, continuity and partnership – all depended, in their different ways, on a substantial and sustained increase in the two regions' public service investment. They therefore relied on a material increase in the output of the two regions' construction industries.

'If we are to avoid delayed completions and rising costs this means the full use of modern methods and the full acceptance of the need for increased industrial training. With the help of the Minister of Public Building and Works, Newcastle University is arranging a conference on January 10 into ways of speeding the greater use of industrialized methods of building, and I look forward to useful results from this.

'Already, as a result of decisions taken during the last twelve months or so, the current year's total public service investment in both regions is expected to be very materially higher than in earlier years. In Central Scotland, for example, the 1963-4 figure is likely to be as much as £130 million – or 30 per cent up on last year. In the North East it will probably be about £80 million – or 45 per cent up on last year. For 1965-6 the figures are likely to be, respectively, £140 million and £90 million.

This will mean that for some years ahead these regions will get about the same relatively high proportions as in 1964-5 of a steadily expanding national public investment total. Much of this investment will be by local authorities, but of course a considerable part of the cost of it will fall on the central Government whether through the normal grant and subsidy arrangements or through the fact that some of the work – for example, on motorways, trunk roads and new towns – is 100 per cent Exchequer-financed. The 85 per cent grant for the clearance of derelict areas is being continued.

'These two regions, with about 13 per cent of the population of Great Britain, will be getting by next year, as a result of deliberate Government policy, up to 18 per cent of Great Britain's total public service investment. The White Papers mean that they are likely to go on enjoying this favourable treatment for some years to come. This is because in the Government's view Central Scotland and the North East of England are at present suffering from structural and historical weaknesses which do not exist in quite the same way, or on quite the same scale in other parts of the country.

'I accept that this is bound to mean that some other regions will be receiving proportionately less. It is justified not only by the needs of the regions I have mentioned but also because it will enable an increased growth in the economy of the country as a whole, which is for the benefit of all the regions. These are long-term plans, but under the Local Employment Acts, since April 1960 total assistance of nearly £93 million has been offered by the Board of Trade. Of this £45 million has gone to 160 projects in Central Scotland to provide 36,000 jobs. £15 million has gone to 110 projects in the North East to provide over 17,000 jobs.

'I now give figures for action taken since the 1963 Act was passed. The Board of Trade have received 1,002 of these applications of which about 300 have been for Central Scotland and 300 for the North East. Of the 1,002, we have so far approved in principle or otherwise dealt with 633.

Speaking of the organization required for regional development, Mr. Heath said: 'My responsibilities cover Great Britain, but where Scotland is concerned my right hon. Friend the Secretary of State for Scotland is responsible for devising the details of the plans and policy and seeing that they are implemented. My responsibility is that of fitting the regional plans and developments into the regional developments as a whole, though of course in the Board of Trade we have responsibility for industrial policy in Scotland. There is no direct responsibility for Northern Ireland, but we have close liaison with the Northern Ireland Government on industrial development policy and I have assured the Minister of Commerce that that will be extended to include general matters of regional development in future.

'My task in the North East will be to see that the plan is implemented. To assist in this work of co-ordination, I have set up a group of officials drawn from the half-dozen Departments mainly concerned, in particular Housing, Labour and Transport. They will help in implementing the programme for the North East, but they will also advise over the general field of regional development. Within the North East there will be periodical conferences of all the

TABLE 1. Total assistance (B.O.T. factories and finance) under the Local Employment Acts (excluding offers declined) April 1, 1960, to October 31, 1963.

	No. of Projects	Assistance offered (£ million)			Jobs expected to arise
		Factories	*Financial*	*Total*	
England	200	10·0	28·0	38·0	52,000
of which North East	110	5·2	9·5	14·7	17,300
Wales	50	5·2	2·8	8·0	9,300
Scotland	240	15·3	31·7	47·0	38,600
of which Central	160	14·5	30·4	44·9	35,600
Total – Great Britain	490	30·5	62·5	93·0	99,900

TABLE 2. Comparative statement of industrial development certificates granted in period April 1, 1960 – September 30, 1963.

Region	Area 1,000 sq. ft.		Estimated additional employment		Estimated additional employment as % of employees in the region's manufacturing industry
		As % of Gt. Britain		As % of Gt. Britain	
Northern	15,107	8·1	32,566	10·2	7·2
[of which N.E.]	[14,037]	[7·5]	[30,742]	[9·5]	[7·6]
East and West Ridings	14,286	7·6	15,295	4·8	1·8
North Midland	14,967	8·0	22,386	7·0	3·3
Eastern	19,177	10·3	40,795	12·8	7·7
London and South Eastern	28,147	15·0	36,426	11·4	1·9
Southern	14,771	7·9	25,179	7·9	6·9
South Western	11,728	6·3	23,546	7·4	6·0
Wales	9,966	5·3	24,114	7·6	8·0
Midland	18,447	9·9	18,951	6·0	1·5
North Western	23,371	12·5	38,485	12·1	2·8
Scotland	16,971	9·1	40,632	12·8	5·4
Great Britain	186,938	100	318,375	100	3·6

regional officers. This will be under the chairmanship of the head of the new "Regional Development Division" which I have now set up in the Board of Trade. The first regional meeting of this kind will be held next week.

'The role of local authorities in the North East will be of the highest importance. I have agreed with the Minister of Housing and Local Government that his Regional Officer, in addition to his Departmental duties, will be responsible to me for co-ordinating day-by-day those elements in the Regional Development Programme which involve local authority functions.

'This machinery should enable us to secure the implementation of the proposals, as well as to keep them under review and adapt them as the circumstances of the region require. We must maintain a degree of flexibility as well as a sense of urgency.

'But of course Central Scotland and the North East are not the end of the story. The Gracious Speech makes it clear that we intend to bring forward plans appropriate to other regions – some of whose problems, though different from those of Central Scotland and the North East, are nonetheless pressing.

'Work on a study of land use and employment problems in the South East is well advanced under the direction of the Minister of Housing and Local Government. Here the problem is how to cope with actual and prospective growth, to relieve congestion and excessive pressure on resources without impairing the national efficiency.

'Studies are also in train in the North West and the Midlands. These have so far been concerned principally with land use. We shall now carry them forward in the wider context of the Government's general policy for regional development.

'There is also a study in hand for Wales under the direction of the Minister for Welsh Affairs.

'In outlining this arrangement to the House, I emphasized the economic aspects of these regional development plans. But I do not want the House to think that it is only with the economic aspects that we are concerned. I hope that the other aspects of housing, schools, hospitals, increased help for the Arts Council, and so on, will show that we have a wider aim still than that of the economic aim.

'To help these regions to develop over the years there can be no quick, easy solution to this problem – to develop over the years into places where, instead of there being a tendency to migrate, people will be able to live near their work, and where industrialists will want to go with their families, to take their firms and businesses and carry on there permanently.

'That must be the object of long-term policy.'

CENTRAL SCOTLAND

The new plan for a fully co-ordinated programme of regional development in Central Scotland, is outlined in the Government White Paper, entitled 'Central Scotland: a Programme for Development and Growth.'

It states that public service investment in the economic infrastructure of Central Scotland will be increased from £100 million to £140 million in the first two years of the programme. The Government consider that for some years ahead their programme for development in Central Scotland will need to be continued at the same high rate.

The programme also incorporates the conception of growth areas, chosen as potentially the best locations for industrial expansion. Experience in the Scottish new towns and other places like the overspill reception areas of Irvine and Grangemouth has shown that this is the best way to co-ordinate effort and spending, so that economic growth can take place on the right scale and with speed.

Analysis

The Paper describes the programme as a more positive approach to regional economic development than any Government in this country has yet attempted. It also contains a more exhaustive analysis of Scotland's economic and emigration problems than anything done before. The persistently high Scottish level of unemployment (compared with the rest of Britain) points to the need for a faster rate in Scotland's industrial growth and the rise in net emigration in the last three years from 20,000 to nearly 35,000 a year must determine the scale and shape of the growth programme. The net loss of younger people cannot continue at its present level without serious damage to the prospects of long-term economic recovery.

Infrastructure investment

To reduce unemployment, to modernize Scotland's economy, and to keep more people in Scotland, the White Paper lists several measures, one of which is an increase in public investments to modernize the infrastructure services needed in a modern industrial economy (roads, airports, ports, railways, regional water schemes, housing and rehabilitation and urban renewal). There will be an increase from £100 million to £140 million in the first two years of the programme, a figure which represents more than 11 per cent of the total public service investment in Great Britain; Central Scotland's population is about 7¼ per cent of the Great Britain population.

Roads

The main projects include the completion of the principal network of trunk roads – Glasgow-Carlisle; Glasgow-Edinburgh; Glasgow-Stirling; and Edinburgh-Stirling; the speeding up of major road works in important reconstruction areas, such as the northern and western sections of the Glasgow inner ring road, including the Carnoustie Street bridge; the promotion of such major projects as a high level toll bridge at Erskine and the development of new routes from Glasgow to Abbotsinch and Greenock; and from Glasgow to Linwood and Irvine.

Airports

Measures decided upon include the completion as soon as possible of Abbotsinch airport and its new terminal buildings; the preparation of plans for the necessary development of Turnhouse (in the expectation that the current negotiations with the Corporation of Edinburgh about the ownership of the airport will be speedily concluded); and urgent consideration to the needs of Dundee.

Ports

The National Ports Council will be examining the future port administration in the estuaries of the Forth and Clyde and has been asked to give urgent attention to port improvement schemes on these rivers.

Railways

The Paper points out that modern railway freight services are making an increasingly important contribution to the changing Scottish economy, and arising from Dr. Beeching's Report the Minister of Transport will, in consultation with the Secretary of State for Scotland, take account of the consequences of the proposal for the present and prospective economy of the area involved.

Regional water schemes

Work on the Loch Lomond project is planned to start next year. Consultations are already in hand about developing Loch Bradan in Ayrshire to cater for a substantial increase in population in the northern part of the county.

Rehabilitation and renewal

More money is to be spent on 'facelifting' those industrial areas in Central Scotland where an attack on squalor and decay must be made before there can be extensive new growth. Exchequer grants of 85 per cent of the cost of acquiring and clearing derelict land will be available to local authorities in development districts for this purpose.

Housing

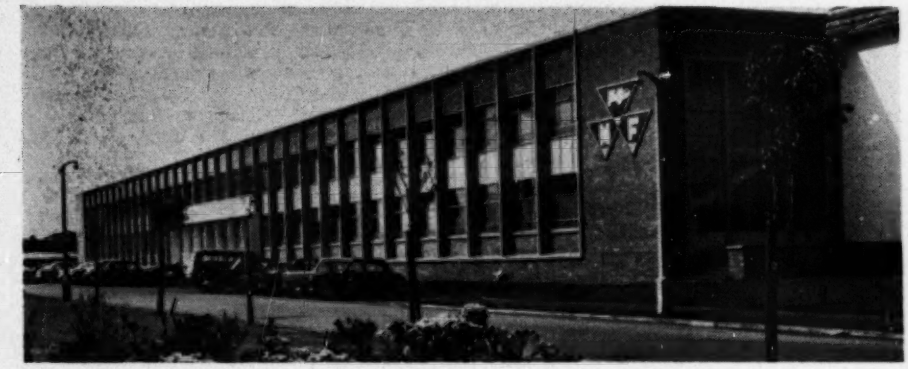
The increased programme of housing in Central Scotland will rise initially from 23,000 to about 30,000 a year.

Growth areas

Major growth areas are identified in the White Paper as the four new towns of East Kilbride, Cumbernauld, Livingston and Glenrothes; Irvine, where the scale and method of promoting further growth will be examined with the local authorities and where the designation of a further new town is not ruled out; and the Grangemouth-Falkirk area.

Other areas which have substantial populations and a considerable potential for industrial development, and which are also classified as growth areas, are North Lanarkshire, Central Fife and the Lothians, and the Vale of Leven district of Dunbartonshire.

It is broadly estimated that by 1981 the growth areas mentioned could accommodate well over 300,000 people, rising ultimately to over 450,000. More than two-thirds of these would be in the four new towns so far established. Over 5,500 acres of land suitable for industrial development exist in these growth areas, on which could be built modern industrial complexes employing something



The Office block of the Massey-Ferguson (U.K.) Ltd., factory on the Kilmarnock Estate, Kilmarnock, Ayrshire, Scotland.

in the region of 150,000 people. It is in addition envisaged that the growth areas will form focal points benefiting much wider districts. The range and location of the growth areas – from Glenrothes in the East, across the Central Belt to Irvine and Dumbarton in the West – are linked by a modernized communications system, will create a large new economic potential in Central Scotland as a whole. Each is so situated as to fall within general sphere of influence of the two main centres of Scottish economic and cultural life, Edinburgh and Glasgow. On completion of such major road links as the Forth Road Bridge and schemes such as the Edinburgh-Stirling and Edinburgh-Glasgow motorways, none of the growth areas will be more than 50 minutes travelling time from one or other of these cities, and the majority only about 35 minutes.

In the growth areas, the housing programme will be stepped up from 2,000 to 9,000 houses a year.

Financial and other inducements to industry

The wider and improved inducements to industry under the Local Employment Act will be maintained in all the growth areas; none of them will be removed from the list of development districts until there is evidence of a general and constant improvement in employment prospects in Central Scotland as a whole. These financial inducements, designed to stimulate private investment in new industry, will be supported by the direct provision of further industrial estates in the new towns, by the building of new Board of Trade factories, and by the development both of existing Board of Trade estates and of new ones at Bellshill in Lanarkshire and Donibristle in Fife.

Manpower and skill

The White Paper says that new industrial development, both in the new growth areas and in the older areas, will be able to count on much more labour available over a wider area than in the past. The improved communications will enable labour to travel more quickly to work in the growth areas.

Additional training facilities will enable young people coming into employment for the first time and labour moving from the older to the newer industries to acquire a wide range of skills.

Administration

The Scottish Development Group, which represents all the major Government Departments concerned, is to continue in being to phase and co-ordinate the execution of the development programme and to extend their present survey to other parts of Scotland.

Publicity and presentation

The Government are prepared to offer a financial contribution to the Scottish Council to help them in their important work of publicizing Scotland. Discussions will be held with the Council on the terms and conditions of such assistance.

Construction industries

The White Paper points out that the increased programme of investment represents a major challenge to the construction industries. The demand on these industries in Scotland is likely to increase by a third or more in the next three years as a result of the programme. This means more training and retraining of labour for these industries and new building techniques if the demand is to be met. The clearly committed programme of rising activity set out in the White Paper will in the Government's view create the conditions of confidence in which the construction industries can rise to this challenge.

Notes:

Growth areas

The growth areas broadly comprise :—

(i) The four new towns of East Kilbride, Cumbernauld, Glenrothes and Livingston.

(ii) The expanding urban areas of Irvine and Grangemouth/Falkirk;

(iii) Established industrial areas with further growth potential and substantial scope for rehabilitation – North Lanarkshire, Central Fife, the Lothians area (the "hinterland" to Livingston) and the Vale of Leven.

For Local Employment Act purposes these are described by reference to Employment Exchange areas in the Appendix to the White Paper.

The Government's distribution of Industry policy

The Board of Trade will continue its policy of steering industry towards all development districts. Although Central Scotland and the North East of England are to have a degree of priority in public investment, the needs of other areas of the country will not be forgotten. The financial inducements offered to enterprises under the Local Employment Act and under this year's Finance Act will continue to apply to all development districts everywhere including in Scotland districts outside the growth areas as well as those within. The point about the growth areas is that in addition they will enjoy these benefits irrespective of purely local changes in unemployment until the position has improved in the region as a whole.

Employment Prospects

It would have been unrealistic to try to quantify precisely the number of new jobs needed in the years ahead both to reduce unemployment and emigration, and to replace falling employment in some of the older industries. The White Paper does, however, clearly demonstrate (para. 35) the very serious effects on the size and quality of Scotland's future working population if emigration were to continue at the present high levels. It is to reduce the net emigration and unemployment figures drastically that the measures described in the White Paper are being introduced. It must be pointed out, however, that these measures are not designed as short-term relief works but as a fully integrated long term programme for modernizing the whole economy of the area; and that an essential feature is the advance commitment over a number of years ahead.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade Distribution of Industry and Regional Division, Horse Guards Avenue, London, S.W.1, and at the Board of Trade Regional Offices throughout the country.

THE NORTH EAST

The White Paper entitled 'The North East: a programme for regional development and growth', setting out the Government's long-term policy for the region, follows directly from Lord Hailsham's investigation. It is based on the view that the region is not in decline but is undergoing a process of adjustment which needs speeding up. It accordingly sets out a growth policy aimed at faster progress in the region's modernization and in the diversification of its economy.

The main theme of the White Paper is that the improvement which has been made in the provision of direct inducements to enterprise to settle or expand in the North East should be backed by an increased and co-ordinated programme of public investment designed to make the region more efficient as a location for business and more attractive as a place in which to live.

The growth zone

The aim of the Government's policy is to promote the growth of the region as a whole. The emphasis will be on a continuous 'growth zone' stretching from Tyneside to Teesside and from the Great North Road to the sea – this being the area regarded as most suited for generating increased activity throughout all the North East.

The Government gives an assurance that no part of this 'growth zone' will be removed from the list of development districts until there is evidence of a general and sustained improvement in employment prospects throughout the whole region.

Measures already taken to help the North East

The stronger inducements to enterprise in development districts which have already been announced include new and improved grants under the Local Employment Act, free depreciation for tax purposes on new plant and machinery, more advance factories, and the special £75 million credit scheme to boost British shipbuilding. The North East is also getting a large new Government industrial estate, near Teesside.

The increased public investment to reinforce these stimuli will be deployed so as to give special support to the three main centres of expansion in the growth zone – Tyneside, Teesside and the Darlington/Aycliffe area.

Communications

Good communications within the North East and between the North East and its markets in the rest of the country and abroad are being given special priority by the Government. There will be a massive increase in the region's already substantial road programme. The present £58 million programme will be augmented by another £50 millions' worth of schemes. These additional schemes will be designed to develop the growth zone and particularly communications to and between Tyneside, Teesside and the Darlington/Aycliffe area. They are over and above the expanded road programme for England and Wales announced by the Minister of Transport on October 22. Airports, seaports and railways have also all been studied and measures are being put in hand to ensure that the region's system of communications will be fully equipped to serve increased economic activity.

Urban redevelopment

The renewal of existing towns, particularly their centres, will be pushed ahead faster, with special attention to the highest quality of planning and design. On Tyneside, reconstruction schemes are in progress or planned in several places, including the City of Newcastle, and the Government's intention is that the public building programme should allow this work to be pressed on as fast as possible. For Teesside the Government contemplate a comprehensive survey and a plan around Middlesbrough – a project that goes beyond the normal degree of Government participation in local authorities planning responsibilities. This survey will be the first comprehensive project initiated in the light of the Buchanan and Crowther Reports on the Long Term Problems of Traffic in Towns.

Housing

The Government considers good housing to be vital not only for social but also for economic reasons. It is needed to attract and retain the key workers of all grades necessary for expanding enterprise. With this in view, the Government's aim is that the combined public and private housing programme in the North East should rise to 25,000 dwellings a year.

New towns

New towns not only relieve congestion, but are also a valuable stimulus to an area's renewal and expansion. The Government have therefore decided to build a further new town at Washington for a population of 70,000-80,000, to expand the new town of Aycliffe to take a population of 45,000, and to provide additional serviced land for industry at Peterlee.

Derelict land

As part of a steady drive to remove eyesores and thus to help make the region more attractive and prosperous, the Government have given the assurance that the higher maximum rate of grant will remain in operation.

Air and water pollution

In Tyneside and Teesside a number of schemes are being studied or are already in hand and local authorities are being encouraged to get on with the work as quickly as possible.

Training and mobility

Special attention is being given to the question of training for school-leavers. Adult training facilities are also being improved so that the manpower resources of the area will be both sufficiently skilled and sufficiently mobile to match the opportunities that economic expansion of the North East will bring. This will complement the existing schemes for assisting employers with the initial costs of labour training and travelling; for giving grants to key workers transferred by their employers to development districts; and for helping unemployed or redundant workers to meet the cost of moving their homes to take up fresh employment.

Social services

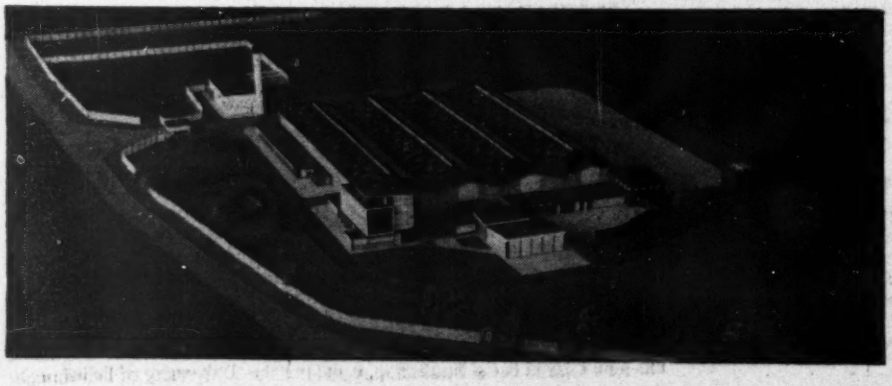
The Government will see that the education and health services keep in step with the region's development.

Research

The Government foresee considerable research activity in the area by the Universities, by industry and by such organizations as the International Research and Development Company. The new branch office of D.S.I.R. at Newcastle will also make its contribution.

Tourist facilities

The promotion of a bigger tourist industry in the North East is another of the Government's aims set out in the White Paper and the conference of the British Travel and Holidays Association on November 19 in Durham should produce constructive ideas about the best ways of achieving this.



A model showing how the factory being built at Spennymoor, Co. Durham, by the Industrial Estates Management Corporation for England for the Perkins Group, of Peterborough, will appear on completion. This new 120 000 sq. ft. factory which is on a 30-acre site adjoining the A.1, five miles from Durham, will give employment to over 400 people.

The North East Development Council

The Government recognize the value of the promotional work done by the North East Development Council and its contribution to fuller local and national understanding of the region's needs. They are therefore prepared to support this work with financial assistance.

Administration

The Secretary of State for Industry, Trade and Regional Development, who will keep in close touch with his Ministerial colleagues concerned, will supervise the implementation of the North East programme. For this purpose he will be assisted at the official level by a special group drawn from the appropriate departments and working under Board of Trade chairmanship. The White Paper explains that departmental offices in the region are being strengthened and that to improve co-ordination and contacts with local authorities, they are being brought together into a single building in Newcastle. Regional representatives of Government departments will meet regularly in Newcastle under the chairmanship of a senior official from the Board of Trade in London.

Notes:

Growth zone

The growth zone is shown on map 2 in the White Paper and includes the following:

Employment Exchange Groups: Tyneside, Sunderland, Chester-le-Street, Hartlepools, Teesside.

Employment Exchange Areas: Seaton Delaval, Durham, Seaham, Haswell, Horden, Wingate, Spennymoor, Darlington.

The Government's distribution of industry policy

The Board of Trade will continue its policy of steering industry towards all development districts. Although the North East and Central Scotland are to have a degree of priority in public investment, the needs of other areas of the country will not be forgotten. The financial inducements offered to enterprise under the Local Employment Act and under this year's Finance Act will continue to apply to all development districts everywhere, including in the North East districts outside the growth zone as well as those within. The point about the growth zone is that in addition it will enjoy these benefits irrespective of purely local changes in unemployment until the position has improved in the region as a whole.

Employment prospects

It would have been unrealistic to try to quantify precisely the number of jobs likely to be needed in the North East in future. What the White Paper does show is that at the beginning of 1963 there was a prospect of serious worsening in the employment situation in the years immediately ahead in the absence of special measures such as those described below. The policy set out in the White Paper aims at a steady build-up in the region's economic activity over the years, and thus in its employment, to be brought about by an integrated programme for modernizing the whole economy of the area.

Steps taken by the Government to alleviate the immediate unemployment prospects

In the immediate future, the many measures put in hand by the Government should have their effect. Brighter prospects should result from shipbuilding orders and from employment provided by manufacturing industry now building in the region. Measures from which the North East have benefited include acceleration of road construction; support for port and airfield development; enlargement of public building programmes; expansion of industrial training facilities; deliberate use of Government purchasing power and credits to encourage some of the region's main existing industries; increase of serviced sites and premises for industrial expansion; extensions to the areas covered by development districts; improved facilities to employers under the Local Employment Act; the introduction of 'free depreciation' for tax purposes; higher grants for the reclamation of derelict land; loan of £75 million to British shipowners for the construction of ships in United Kingdom yards; £15 million 'aid from surplus capacity' scheme.

Lord Hailsham opens N E Tourist Conference

Lord Hailsham, Lord President of the Council and Minister for Science, opened the North East Tourist Conference at Bede College, Durham, on November 19. The conference, organized by the British Travel and Holidays Association, in conjunction with the North East Development Council, was attended by nearly 250 delegates representing the region's county councils, local authorities and industries, who studied the future development of the travel and holiday industry in the North East of England.

Regional officers conference in North East

IN THE Debate on the Address on November 14, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, announced in the House of Commons that there would be periodical conferences of regional officers drawn from all the Government departments concerned with implementing the programme for development and growth in the North East which was contained in the White Paper published last week.

The first of these conferences was held in Newcastle on November 20, under the chairmanship of Mr. R. R. D. McIntosh, Under Secretary in charge of the new Regional Development Division at the Board of Trade.

Norwegian firm to open in the North East

THE BOARD OF TRADE announce that Munck International of Bergen, Norway, has taken over the ex-R.N. Stores Depot at Hebburn-on-Tyne where it is to develop a manufacturing unit for its products. These consist mainly of industrial and ship cranes, electric hoists and hydraulic excavators. The operations are expected to commence before the end of the year.

The Norwegian principals of the company, who earlier this year investigated the facilities available in the North East under the guidance of the Board of Trade, considered the Tyne to be the most suitable location for the project.

The Board of Trade regard the project as a most attractive one, as apart from creating more employment opportunities, manufacture of the company's internationally known products at Hebburn is a useful addition to the facilities already available on the Tyne.

The directors of Munck International and their British sales organization, Munck Engineering Ltd., London, have said 'we wish to express our appreciation to the Board of Trade for the valuable assistance and co-operation received in the successful completion of this project'.

Munck International of Norway markets its products in more than 50 countries and already has manufacturing facilities in Brazil, Canada and Belgium.

Blyth Corporation builds advance factory

AN ADVANCE factory of 6,000 superficial feet – factory floor area 5,000 superficial – is nearing completion on the Blyth Corporation, Northumberland, trading estate at Kitty Brewster. The factory has been built by Blyth Corporation. The trading estate consists of some 63 acres of land within easy reach of the town centre and the docks and east of the Great North Road.

Details of the factory are: area of land approximately one acre, estimated selling cost of building and services complete and ready for occupation, £15,345, estimated rental approximately £1,500 a year, exclusive of rates, subject to negotiations with the Blyth Borough Treasurer. An electricity service of 30 kVA is available. If anything additional to this is required it will require the provision of a sub-station for which an extra rental will be charged. Price includes electric lighting, gas central heating and water supply.

The corporation are prepared to consider erecting more factories for sale or lease if there is a demand.

Dundee selected as site for new publishing works

MR. ROBERT MAXWELL, chairman and managing director of Pergamon Press Ltd.—one of the world's largest scientific, technical and educational publishers—announced in London on November 14 that the company have selected Dundee, Scotland, for the site of the new large factory that they hope to build in their first big venture in Scotland. Further details and timing have yet to be decided.

Pergamon Press (Scotland) Limited has been formed in Edinburgh to handle the Company's development plans in Scotland, including the new Cairns Bros. bookshop, opposite the University of Edinburgh,

which will be opened early next month.

This statement by Mr. Maxwell was made simultaneously with the announcement that the company had started construction of a new printing and bookbinding works at Bletchley, Bucks., The new plant at Bletchley, which with machinery is costing about £300,000, will be completed in the late summer of 1964. Initially, it will provide employment for some 250 persons.

The company's export trade accounts for 85 per cent of its total production.

Cumbernauld new-town on show in London

THE NEW town of Cumbernauld – part of which has already been established – which is located in a central position in the narrow belt of Scotland lying between the Firths of Clyde and Forth, was the theme of an exhibition which was opened by Mr. Michael Noble, Secretary of State for Scotland, at the Scottish Council premises in King Street, St. James's, London, from November 13 to 15. Organized by the Cumbernauld Development Corporation; the exhibition illustrated the town, its buildings, and its present and projected industrial development through the medium of photographs, maps, models, and samples of the products of the industries established in the new town.

At the preview of the exhibition on November 12, officials of the Corporation, representatives of Cumbernauld's established industries, and representatives of the various communications undertakings – the General Post Office, British Railways, air-services – spoke on the advantages of the new town's facilities.

Typical of the comments by officials of the new town's established industries were: 'There are ample numbers of hard-working men and women available for factory training. . . .' 'The nearby industrial complex of West Scotland provides reserves of highly skilled labour who are keen to move to the new town. . . .' 'Cumbernauld has the advantages of the countryside and the resources of the surrounding towns and cities. Employees live near their work in a new town built for the motor age . . . .' 'It is in the centre of an excellent transport network, providing for both the home and export markets. The docks of Grangemouth and Leith on the east coast, and Glasgow in the west are only a short haul away.'

It was stated that products were delivered overnight to Liverpool and Hull, and Falkirk, just ten miles away, is the main collecting centre for the 12-hour 'Condor' rail freight service to London – the whole of the exhibition was itself transported to London in containers in 12 hours, door to door. Another comment by an official was: 'The progressive plans for the development of Cumbernauld have attracted many workpeople to the area from nearby Glasgow, and prospective employees have shown keenness in learning a new trade and moving their home.'

Among industries which the new town has attracted are: Rubery Owen, who are producing at Cumbernauld the petrol tank for the Hillman 'Imp' car, which is being produced in Scotland; Burroughs Machines Ltd.; Thames Board Mills; Telehoist; Blackwood Hodge; Edmonds Walker; May and Baker; Thos. Smith and Nephew; Tasker Trailers; Smith, Fullerton.

The new town authorities have plans for a population of 70,000, living in some 20,000 houses. The present population is about 10,000, and the annual intake of inhabitants is about 3,000. It is anticipated that 1,000 houses a year will be built until the maximum number is attained.

Reed Paper Group announce extension in N. Ireland

THE BOARD of the Reed Paper Group Limited have announced that a significant plant extension is to take place at the Reed Corrugated Cases Ltd., factory at Warrenpoint, Co. Down, Northern Ireland. This extension will comprise an additional corrugating board machine together with extra units of conversion plant.

Increased demand for the company's products in Ireland has brought about this major expansion which will considerably increase the output of the plant. Work on the buildings to accommodate this plant will start at once and the operation is scheduled to be completed by March/April 1964. The company now employs 350 in the Warrenpoint factory, a considerable increase on the original employment target.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealtn or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by December 6.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Rubidium sulphate . .	Rubidium sulphate . .	December, 31 1964	6113
29.04	1:6-Dibromo-1:6-dideoxy-mannitol.	Dibromannitol . .	December, 31 1964	6296
29.35	Adenosine 5' -(dilithium hydrogen pyrophosphate	Adenosine-5-diphosphoric acid dilithium salt.	December, 31 1964	6273
29.35	P^1-Uridine-5'P^2-glucose-1 disodium pyrophosphate	Uridine diphosphogeucos-edisodium salt.	December, 31 1964	1166
39.02	Plasticized poly (vinyl chloride) sheet, internally reinforced with plain woven fabric of polyamide fibres which has not more than 6 threads per centimetre in warp or weft, the reinforced sheet having a tongue tear strength of not less than 35 kilograms when determined by method 7B of British Standard 3424:1961.	PVC coated nylon fabric	December, 31 1964	7444

Application for drawback on imported linseed oil used in some exported products

THE BOARD OF TRADE give notice that they are considering an application to provide for the allowance of drawback on linseed oil fatty acids produced from imported linseed oil when used in the production of mixtures of linseed oil and cobalt linoleate for export.

Representations which interested parties may wish to make should be addressed in writing to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than December 9, 1963.

Imports of cotton textiles and yarns

IN Notice to Importers No. 1055, dated November 22, 1963, The Board of Trade announce details of the licensing arrangements for 1964 for imports of cotton textiles and yarns from certain sources. These will be on similar lines to those set out in Notice to Importers No. 1019, dated November 30, 1962, covering imports in 1963 of cotton yarns, gauze and fabrics falling within tariff headings 55.05, 55.06, 55.07, 55.08 and 55.09, fabrics wholly or mainly of cotton falling with tariff heading 58.04 and textile articles wholly or mainly of cotton falling within tariff heading 62.02 of the Customs Tariff 1959. These details were later amended to exclude cotton piecegoods from Malaya, cotton grey cloth from Yugoslavia and yarns and manufactures from Portugal.

The present arrangements for the licensing of these imports from countries other than Formosa, Hong Kong, India, Japan, Malaysia, Pakistan, Portugal, Yugoslavia and countries and territories in the "Eastern Area" are to continue on the same basis after December 31, 1963 (when the current licences expire), and the Board of Trade will grant open individual licences on request, subject to the submission of a formal application on form ILB/A (Cotton), together with an undertaking (CM/3), copies of which are obtainable from the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

The licences to be issued must be endorsed by the importer or

his agent with details of the importations as and when these are made, and must be presented to H.M. Customs and Excise when each consignment is cleared, to enable the quantity to be checked against the Entry and for the endorsement to be stamped by the clearing officer.

Applicants who may require to clear imported goods at more than one port at the same time, should submit the appropriate number of applications so that separate licences may be issued. One copy of the form of undertaking (CM/3) will be sufficient.

The licences will have a validity of twelve months from January 1, 1964 but will be liable to revocation or amendment without prior notice.

Cotton manufactures from Formosa

THE BOARD OF TRADE in Notice to Importers No. 1054 dated November 22, 1963, announces that the 1964 quota for imports of woven cotton manufactures originating in or consigned from Formosa will be 2 million square yards in the form of grey cloth only.

Applications for licences under this quota can be considered only from importers who received licences under the 1963 arrangements. The applications should be made on Form ILB/A or TIP/A and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4. not later than November 4, 1963. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (cotton grey cloth) and the country of consignment and origin (Formosa) should be entered but no other information.

Imports for re-export under the Customs Processing procedure will continue to be licensed without quantitative restriction.

Purchase tax revision on badges

THE COMMISSIONERS of Customs and Excise, after consulting trade associations concerned, have revised the notes of page 72 of Notice No. 78 illustrating the tax liability of various kinds of badges as follows:

1. Exempt

Articles which fall within the scope of the exemption under Group 4 for certain decorations, etc.

2. Chargeable at 10 per cent

(a) Badges of a kind regularly worn with particular articles of apparel and designed to be stitched or fastened with a split pin, prong or similar fitting; and

(b) embroidered badges.

These are chargeable under Group 2(a), provided that they are not liable to a higher rate under Groups 3, 4(a) or 4(b).

3. Chargeable at 25 per cent

Badges which are within the scope of Groups 3, 4(a) or 4(b) are chargeable under those Groups.

Badges for wear by children to denote their rank or the part they are playing in some 'make-believe' game, e.g. 'sheriff', 'pilot', etc. are chargeable under Group 20.

Other badges (unless within the scope of Group 2(a)) are chargeable under Group 29. Examples are:

(a) Masonic 'jewels' and the like, e.g. medals denoting rank within a ceremonial 'order'.

(b) Articles which are not true badges but personal ornaments of kinds produced for general sale, e.g. boat race favours, novelty 'badges' designed for the seaside and fun fair trade, and 'badges' for advertising or sales promotion, other than those covered by paragraph 4(g) below.

(c) Other fancy or ornamental badges and similar ornaments suitable for personal or domestic use and of a kind produced in quantity for general sale.

4. Not chargeable

Articles of the following kinds, provided that they are *not of a kind produced in quantity for general sale and not within the preceding paragraphs*:

(a) Medals, etc., awarded for distinction, service or meritorious conduct.

(b) Badges denoting membership of a permanent organization and not available for general sale to non-members. (Badges which are issued in association with a particular commercial product, or which mark an association with a particular commercial promotion, are not regarded as denoting membership of a permanent organization.)

(c) Badges for identification of employees, patrons or scholars of the particular organizations to which they are sold, e.g. staff badges, holiday camp badges, school, house or form badges, race meeting enclosure badges.

(d) Function badges (steward, M.C., etc.).

(e) Charity badges given to contributors to particular charities (e.g. orphanages).

(f) Safety badges, e.g. those issued to linesmen on H.T. circuits to indicate live circuits, etc.

(g) Advertising badges produced for particular concerns, which bear some advertising wording or lettering and are for free distribution otherwise than with a purchase of goods.

The above arrangements will operate from January 1, 1964. A printed amendment slip to Notice No. 78 will be issued in due course.

Tourist conference for South West

A SPECIAL one-day conference to study the future development of the travel and holiday industry in the South West of England will be staged at the Marine Spa, Torquay, on December 9.

The conference, which is being organized by the British Travel and Holiday Association with the support of the Board of Trade, will be under the chairmanship of Lord Mabane, chairman of the BTHA, and Mr. Edward du Cann, Minister of State, Board of Trade, will be one of the main speakers. It will be attended by nearly 500 delegates representing the area's county councils, local authorities, transport undertakings, hotels, tour operators, retail services, brewers and licensed victuallers.

The conference will examine the area's existing tourist attractions and amenities and the efforts to publicize them at home and abroad. It will also discuss the steps necessary to ensure that the South West was geared not only to attract but to cater for the increased and more mobile tourist traffic of the future.

GPO a most successful forwarding agent

'PERHAPS the most successful and least recognized forwarding agent is the General Post Office' said Sir Norman Kipping, Director-General, Federation of British Industries, at the closing session of the conference organized by the Export Council for Europe, in London on November 11-12, the theme of which was 'Transport – our links with Europe'.

Sir Norman Kipping pointed out that for a few coppers, the GPO will take your letter—or for a few shillings your parcel, up to 22 lbs.—from a nearby collecting point. They offer a groupage service, so that consignors interested in a given destination are bulked together in the same standardized container—the mailbag. They will take the mailbag by one of thousands of routes, by all varieties of transport medium, except pipeline, very quickly to the doorstep of the consignee. They normally protect the consignment from thieves. They do not go round asking the consignor what he wants, or for predictions of his load.

'I wonder how big a step it would be to advance from the mailbag to the container and from 22 lbs. weight limit to a couple of tons?' asked Sir Norman. Here, forwarding agents, is your challenge, no matter whether your container is to be carried by channel link or ship. You may have to join together and spend heavily in the ownership or rental of containers; you may perhaps be fearful that once your container disappears into Europe you will lose it (they might make attractive weatherproof backyard or allotment sheds); but there would also be French, German, Swedish and other containers coming into Britain, and so mutual advantage in policing one another's property.

National Lending Library's first year

IN THE first year of full operation, demand for the postal loan service of the National Lending Library for Science and Technology, Walton, Boston Spa, Yorkshire, has increased from 3,200 requests a week to 5,000. Receipt of current periodicals during this period has risen from 12,000 to 17,000. Despite the increase in demand, nearly all requests are dealt with the day they are received.

BEAMA Export Panel appointments

MR. HAROLD P. MARTIN, chairman of the Parolle Electrical Plant Co Ltd., a director of C. A. Parsons & Co. Ltd., and of a number of their subsidiary companies, has been elected chairman of the BEAMA Export Panel in succession to Mr. Leonard H. Short, who has completed his term of office. The vice-chairman of the Panel will now be Mr. Frank Rostron, a director of Ferranti Ltd., chairman of the Cotton Board, and a director of the Manchester Royal Exchange.

'NPY benefited one British firm in four'

ONE OUT OF EVERY four British firms has been helped by National Productivity Year to improve its productivity, according to Lord Netherthorpe, chairman of the British Productivity Council, speaking in London on November 13. He was announcing the results of an independent survey to which replies were received from 783 managements and 131 trade union officials.

Speaking of the NPY conference 'Productivity – the next five years', to be held at Eastbourne on November 26 to 28, Lord Netherthorpe said that it would exemplify the main ideas behind the Year. 'It is a joint national venture', he said, 'in that it is based on the thought and experience which have been going on all over the country during the Year; thirty-nine national bodies have, indeed, actively participated in the organization of this conference. It is all-embracing. At the outset of the Year, I used the phrase "productivity knows no boundary – of capital, manpower or materials". In this conference, we have tried to cover all the main functions in the economic process – production, marketing, distribution, research and development, training and education – and to emphasize their inter-connection'.

Lord Netherthorpe said that the aim of the conference was to point clearly to the directions in which everyone, within his own sphere of responsibility, should be looking during the next five years.

'The papers in each of the streams have already been issued', he continued, 'As a whole, they represent a statement of the best methods and practices, as used today in the most advanced firms; their purpose is to provide a common basis for all participants. They will not be read at the conference itself. The speakers will devote their whole time – using their papers only as background – to explaining how they see developments taking place over the next five years, in the subject with which they are dealing. All discussion will have a similar aim.

'The conference marks the end of the Year in a calendar sense only. Much thought and consultation have already been devoted to means whereby the movement initiated during and by the Year can be developed on yet broader and more effective lines thereafter. I intend to make a statement at Eastbourne on this subject'.

'The time has not yet come for a full report on NPY, much of whose effect is in any case of a long-term nature. An interim report on its success is already possible.

Fine achievement by British Industry

'Increasing productivity depends on many factors, not all of them within the control of employers and workers. Nevertheless the 7 per cent increase in productivity since 1961 represents a fine achievement by British industry; it shows that, given the right conditions, the attainment of the regular annual increase of 3·3 per cent in productivity – needed to implement the 4 per cent increase in growth proposed by NEDC – is well within our grasp. National Productivity Year has concentrated on those factors that are in control of employers and workers; and its sponsors claim that it has played a useful part in helping industry to reach its objective. Some figures indicate its value'.

Lord Netherthorpe then went on to make his statement that one in four British firms had benefited from NPY. This conclusion he said was based on a nation-wide survey conducted among employers, managers and trade unionists, by Industrial Market Research Ltd., acting on behalf of the British Productivity Council. Information and opinion were obtained from 783 managements and 131 trade unionists (a high response rate of 39 per cent and 38 per cent respectively). Response to questions addressed to both sides of industry showed that 42 per cent of those engaged in manufacturing considered that NPY had been helpful to industry as a whole; 43 per cent of those who thought NPY had been useful, stated that it had helped to improve management/worker relationships.

'Already, no fewer than one firm in every four has acknowledged that it has been helped by NPY, to make changes, (beyond what it would normally have done), leading to higher efficiency', said Lord Netherthorpe. 'This means 13,000 firms in manufacturing industry alone, if, as we believe, the sample fairly reflects opinion in general. Of these, many firms will in any case have been working at a high level of productivity; their experience in NPY shows that even the best can be better. Of the remainder, some will, of their own accord, have been making, and will continue to make the maximum possible use of all the latest techniques; they may not have needed the stimulus that NPY could give. It is, indeed, on the example and assistance to others of forward looking firms generally that NPY is largely based. There are, obviously, some firms which could have benefited, but for one reason or another, did not do so. To reach these firms is the aim of all our future work.

'Of managements who said that NPY had helped their firms, 54 per cent specified production methods, 42 per cent general cost reduction, 33 per cent training schemes, 27 per cent quality and reliability control, 26 per cent suggestion schemes and 24 per cent office methods, as the main points at which benefits had been felt.

'The figures quoted from the survey cover managements and trade unions in manufacturing industry only – and thus no more than part of the sphere of operations of NPY. We know of action carried out in every sector of the economy, and we think it reasonable to estimate that the figures quoted above could be fairly extended to the whole economy. On such an assumption, the one firm in four assisted by NPY would cover some 6 million employees.

'In addition, seven surveys have so far been reported among firms associated with local productivity organizations. These show higher figures than the national sample, as was to be expected. The firms that are already more forward-looking will usually be the ones connected with their local productivity organizations; but the better figures undoubtedly indicate also the advantages of being so connected.

The basis of NPY

'The basis of NPY, as explained at the outset, has been the spreading more widely of the best methods, and practices, as proved by experience in leading firms and organizations. Much of the work involved in arranging the interchange of such knowledge has been carried out by local organizations of bodies participating in the Year. For example, the local productivity committees and associations of the BPC, together with specially formed NPY local committees, have organized over 2,400 activities – including conferences, discussions and study groups, inter-factory study visits, demonstrations and exhibitions. These local committees include managers, and trade unionists, and representatives of professional bodies, of education and indeed all organizations interested in increasing efficiency. Though most of them, in earlier years, were very largely concerned with manufacturing industry only, many now have special sections dealing with other sectors of the economy, such as agriculture, building and retailing, as well as others, on subjects that seem to need special attention, like quality and reliability or work study. The effort put in by these voluntary committees all over the country cannot be overpraised, and industry owes them a special debt of gratitude.

'Much has also been done in all sectors of the economy by organizations such as trade associations, research associations, and professional institutions. These have included, apart from those already mentioned, forestry, dock working, local government, laundries and road transport. The scope for raising efficiency and reducing waste in such sectors is just as great as in manufacturing industry.

Immediate improvements adopted

'In very many instances, the work I have just mentioned has led to immediate improvements being adopted in firms, in the way of reducing costs, better production or office methods, improved management/worker relationships, or the installation of suggestion schemes. To some cases, for obvious reasons, firms are unwilling to give publicity; but many others have appeared throughout the Year in NPY News, and the pages of the Press, particularly the provincial and technical Press.

'These improvements, however, important as they are individually and – as the survey results quoted demonstrate – collectively, in their effect on industrial efficiency, are perhaps less so than the attainment of the more general and longer-term objects that the sponsors of NPY publicly announced at the outset.

'The first object was to strengthen the determination of all organizations concerned, directly or indirectly, with industry to take a more active partin improving the country's efficiency and in maintaining its place among the leading industrial nations of the world; the second was to foster a more favourable climate of opinion to better methods and their proper use in industry and the community at large. The survey results bear on both of these, particularly the second. The sponsors of NPY believe they can claim very considerable success on

both counts, particularly as much of what has been begun in the Year will come to fruition later.

Co-operation of both sides of industry

'Success has been largely due to the immense co-operation the BPC has received from organizations on both sides of industry and from professional bodies; NPY has been a partnership, a united effort, which we intend to retain for the future. A particular tribute should be paid to many of Britain's larger firms whose expertise it is that the Year has sought to diffuse, and who have made so much of their facilities and personnel readily available to do so. No large firm, dependent as it is on suppliers, sub-contractors, and services, can be indifferent to the quality of the enterprises that surround it; it is not practicable to be an island of high efficiency in a sea of low productivity. Large firms have thus an interest in spreading their knowledge, and in providing advice and guidance, particularly of course, to others with whom they are associated in business. But they also have a responsibility from a national point of view, and I would like to thank all those firms who have shown themselves during the Year to be leaders in the fullest sense of the word.

'None of this success would, of course, have been possible without the very full collaboration the TUC and individual unions have given to NPY.

'The other objects of the NPY were concerned with "services" that exist to help industry – the aim being to bring clearly before everyone in industry the nature and value of the services that exist to help them, and also to consider improvements in, and where possible, agreed co-ordination of, some of them. Much work has already been done in setting up local advisory panels or information centres, or by producing a directory of exchange of knowledge amongst firms (e.g. at Cardiff, one such directory gives the names of 54 firms willing to demonstrate one or more techniques and advise on their application in other firms). The problem, however, is a large and continuing one, and many developments are still under discussion. Yet such a measure of co-operation has already been engendered between organizations providing services, that we are completely confident the Year has laid the basis for steady progress in this sphere also.

Productivity is everybody's business

'The sponsors of the Year never intended that the campaign should end; the calendar year is only the beginning. Excellent progress has been made, but full success will not have been achieved until the attitude the Year has sought to promote permeates every sector of industry and commerce, education and government, bringing with it the full realization that "productivity is everybody's business"; and until adequate services are available to help that realization to take effect in practical action. All the information gathered during the Year, and from the surveys I mentioned earlier, already provide us with excellent guidance on the shape which our future work could most usefully take in the further attainment of our objectives.

'Those bodies that have collaborated during the Year have for some time been working on plans to continue and broaden the campaign; as I remarked earlier, I intend to make some statement about these at Eastbourne.'

'Science and the City' conference

'SCIENCE AND THE CITY', a conference sponsored by Hambros Bank and the New Scientist on November 14 and 15 at the Chartered Insurance Institute, 20, Aldermanbury, London, E.C.2, aimed to help bridge the gap which exists between scientific development and capital, technology and investment.

The increasing complexity of scientific development has meant that investors, stockbrockers, and those who manage large amounts of money find it difficult to assess the growth potential and investment opportunities offered by companies engaged in highly technical or scientific work. There is a parallel lack of understanding of the problems involved in financing, developing and marketing in the scientific field. The problem is heightened by the few opportunities for scientists and city men to get together to discuss their related problems. The conference was arranged to provide just such an opportunity on a broad scale.

Questions asked and answered in Parliament

FRIDAY, NOVEMBER 15

Showing of British Films

Mr. Edward Heath, the Secretary of State for Industry, Trade and Regional Development, was asked if his attention had been drawn to the monopoly position developing in this country which was resulting in the almost total exclusion of the showing of British films on the British cinema network, and to the effect this was having upon the British film industry and employment therein; what action he proposed to take to ensure that a larger percentage of British films would be shown on the British cinema network; and if he would make a statement.

Mr. David Price, Parliamentary Secretary, Board of Trade, replied: 'The evidence is that the screen quota requiring that 30 per cent of the films shown by an exhibitor as first features shall be British, is currently being substantially exceeded.'

MONDAY, NOVEMBER 18

Industrial development

The Secretary of State for Industry, Trade and Regional Development was asked how many new jobs had been provided in the Falmouth employment district in each of the past four years.

The Parliamentary Secretary replied that as a result of industrial development certificates issued for the Falmouth employment exchange area in the four years ended October 31, 1963, one new project has been proceeded with; he could not state the employment expected to accrue since this would involve disclosure of confidential information.

Replying to a further question he said that 156 applications for building grants had been received from the North East since April 1, 1963 and 111 of these had been approved in principle No grants had yet been made as the amount depended in each case on the actual cost incurred: the applications so approved were for grants estimated to amount to about £2¼ million.

Another member was informed that 63 per cent of applications for standard building grants received since April 4, 1963 had been passed to the Board of Trade Advisory Committee for scrutiny and approval.

Asked what was the average period which had elapsed between receipt of an application for a standard building grant and its approval for application received since April 4, 1963, the Parliamentary Secretary replied: 'The lapse of time between the receipt of an application and its approval in principle has varied from several months in the case of applications made before the Local Employment Act, 1963, came into force on July 10, and two or three weeks in the case of applications now being considered. The average over the whole period is about eight weeks.

Strategic Embargo List

The Secretary of State for Industry, Trade and Regional Development was asked whether he would place in the Library of the House of Commons a list of the non-secret items on the embargo of trade with members of the Sino-Soviet bloc, and a list of the territories to which the embargo applies.

Mr. Edward du Cann, Minister of State, Board of Trade, said that this information was already available in the House of Commons Library. The embargo list was published in the *Board of Trade Journal* for September 28, 1962, with a small amendment on October 26, 1962. The list of countries to which the embargo applied was also given in the *Board of Trade Journal* for September 28, 1962. In addition, it was not the present practice to licence exports of strategic goods to Cuba.

Note: The Board of Trade's principal day for answering Parliamentary Questions will in future be Thursday.

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NEW BOOKS

Whose is whose and who owns what

ONE WAY of doing business in an overseas market is to make the goods at home and send them to the market ready for sale. Another is to set up a subsidiary company to manufacture the goods within the market itself, or to associate yourself in some way (usually by investment or partnership) with a foreign firm already in the market. This second way is especially useful in overcoming the problems created by a high tariff operating against the products which it is desired to sell, and in getting over other difficulties of entry which sometimes beset the exporter. For these reasoos it is being increasingly used in trading operations under present conditions in some markets.

But setting up a subsidiary, valuable practice though it may be for ourselves, often brings problems of its own when it is other people who do it. Many subsidiaries and associates find good commercial reasons for not showing openly their parentage, and the company laws of some countries are not too demanding in respect of a company's declaring its ownership. Thus it happens that the exporter who is competing with other firms may not easily discover the true nature of the competition which he faces – both in terms of the real origin of the competing product and of the financial and other resources which are backing it. And for the economist or business analyst, the operations of subsidiaries and associates may have the effect of obscuring the picture of transactions in balance-of-payments and other national accounts. It is a situation which calls for reliable services of information, and in the last few years some publications have emerged which attempt to supply them. One of the earliest was *Who Owns Whom* (150s. for the 1963 edition, from O. W. Roskill and Co. Ltd., 14 Great College Street, London, S.W.1), which sets out the relationships between British firms and their subsidiaries, and between United States firms and their British subsidiaries. *Who Owns Whom Continental Edition* (140s. for the 1962/3 edition from the same publisher) does a similar job for Belgium and Luxembourg, France, Holland, Italy and West Germany, and also lists subsidiaries in Europe of United States companies. A different kind of compilation which is of value in this field is the new **Seibt Directory of American Business in Germany,** by Paul G. Baudler (DM48 from Seibt-Verlag, 8000 Munich 8). This not only lists those German firms which are subsidiaries of American firms, but also gives details of other relationships between German and American business, such as agencies, distributors, licensees, etc. It does not, of course, cover such a wide field as the other major reference work on the structure of German companies, *Wer Gehört zu Wem* (5th edition, 1961, from the Commerzbank, Hamburg), which shows the parent companies of all German subsidiaries, where known, with details of their percentage shareholding in the subsidiaries.

None of the publications mentioned above claims to be complete in coverage, and they represent at present almost the sum total of books specifically dealing with the subject at all. But information does come sometimes from more general directories of the same type as the *Stock Exchange Year Book* (180s. for the two volumes of the 1963 edition, from Thomas Skinner and Co.), in which there are numerous details of the administrative structure and finance of public companies. There are equivalent directories for many countries, and a useful guide to those available for European countries exists in *European Companies, a Guide to Sources of Information*, a loose-leaf volume with an updating service compiled by G. P. Henderson (CBD Research Ltd., 50s.).

The balance of payments problem has become, in many countries, a subject of wide public interest, and it is thus important that the problems of analyzing balance of payments data should be widely understood. In **The Balance of Foreign Transactions: Problems of Definition and Measurement** Dr. Walther Lederer, Chief of the Balance of Payments Division of the Office of Business Economics, sets out to provide a guide for United States readers. He considers the use of balance of payments compilations and their analysis in providing a guide line to governments in their task of maintaining the exchange value of their currencies; and identifies international liquidity as the appropriate focus for analyzing the data for this purpose. He also discusses alternative concepts used by other analysts, and attempts to explain the reasons for the differences. The 75-page booklet is No. 5 in the series *Special Papers in International Economics*. Copies: free from the International Finance Section, Department of Economics, Princeton University, Princeton, N.J., U.S.A.

The Pattern of Income, Expenditure and Consumption of Unskilled Workers in Zanzibar is the report of a family budget survey carried out in April 1962 by the East African Statistical Department. The survey's object was to provide information on incomes and expenditures of the lower paid workers living in Zanzibar town. The 25-page report includes a brief account of the organization of the survey, tables dealing with earnings, household size, cash transactions and food consumption, with comments in the text, and five specimen budgets in detail. The appendices include detailed breakdowns of cash expenditure per unskilled worker on food and other goods. Copies: 5s. from the East African Statistical Department, P.O. Box 30462, Nairobi, Kenya.

The Scottish Woollen Industry will provide both home and overseas buyers of Scottish woollen cloth with useful information about the variety and extent of the industry's products and the mills from which individual categories can be obtained. A work of reference intended for other industries, government departments, industrial and commercial organizations and students throughout the world, the booklet includes a survey of the history and development of the Scottish woollen industry, a detailed list of members of the National Association of Scottish Woollen Manufacturers by categories (e.g. manufacturers, dyers and finishers), a classified list of products of each member firm and a geographical guide to the mills. Copies: 12s. 6d. from the National Association of Scottish Woollen Manufacturers, 27 Charlotte Square, Edinburgh 2.

Key Statistics of the British Economy 1900-62, produced by the London and Cambridge Economic Service for the *Times Review of Industry and Technology*, gives figures for each year from 1919 to 1962 for the series of statistical tables which appear each quarter in the *London and Cambridge Economic Bulletin*. It also includes figures for 1913 and 1900 (or 1899) in nearly all cases. The series were selected as giving the most important information about the state of the United Kingdom economy, and this supplement is not only of historical value but provides a useful basis for the analysis of the current situation. Sources from which the statistics have been compiled are indicated, and a brief note is provided on important points of definition. Copies: 5s. from the Special Publications Department, The Times Publishing Company, Printing House Square, London, E.C.4.

The World's Coffee, by J. W. F. Rowe, 'a study of the economics and politics of the coffee industries of certain countries, and of the international problem', begins with a general survey of world supply and demand and continues with detailed studies (based largely on personal visits) of the coffee industries of Brazil, Colombia, Costa Rica, Kenya, Tanganyika and Uganda. Later chapters deal with general economic and political problems connected with the coffee industry and with the 1962 International Coffee Agreement. In a final chapter, the author offers his own solutions to the problems of international commodity control in respect of coffee and to other problems affecting those producing countries whose export earnings are largely dependent on the coffee crop. This book (200 pages, cloth-bound) is the outcome of a survey initiated by the Commonwealth Economic Research Committee, and is published under the aegis of the Department of Technical Co-operation; the views expressed, however, are those of the author alone. Copies: 25s. (by post 26s.) from HMSO and Government bookshops.

Other publications

EUROPEAN ECONOMIC COMMUNITY. SIXTH GENERAL REPORT ON THE ACTIVITIES OF THE COMMUNITY (May 1, 1962 – March 31, 1963). 367p. From HMSO and Government Bookshops. 10s. 9d. (by post 12s. 9d.)

MODERN PUBLICITY 1963/64. 175p. Edited by Ella Moody. Studio Books. 50s.

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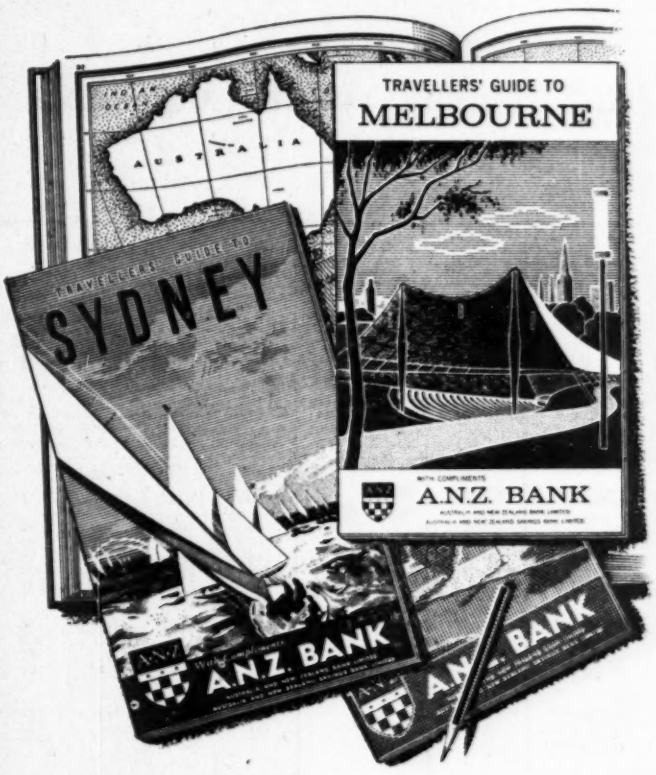

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st Quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd Quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd Quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th Quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st Quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd Quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd Quarter						105									
1963															
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121*	..	..	..	106	..	..	..	..	..	..	..	..	..
September						105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd Quarter	121*	104*	122·1	+1·6	104·2	121·8	140·8	504	—123	—58	147	+34	+33	127	127	+ 25
3rd Quarter		101*	121·3	+1·3	104·2*	122·0*	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5	121·8	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·5	122·0	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126*	100*	121·0	+1·3	104·1*	122·0*	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September		101*	121·4	+1·8	104·1*	122·2*	141·6	430	nil	+11	158	+ 5	— 7	134	131	..
October			121·8	+2·3	104·8*	122·2*		448	+ 18	+27	160	+ 2	—12	130*	129*	..

† NOT seasonally adjusted. * Provisional.

Provisional figures of UK trade in October

Recorded values (Table A)

United Kingdom exports in October were valued at £354·9 million, imports at £445·2 million, and re-exports at £13·4 million.

Seasonally adjusted values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the three months August to October were 2 per cent more than in May to July. The rate of exports in the first ten months of the year was 6 per cent more than in the year 1962 as a whole.

On the same basis, imports in August to October were 1 per cent more than in May to July and the average of the first ten months of the year was 6 per cent more than the average in the year 1962.

Seasonally adjusted monthly average re-exports in August to October amounted to £13 million, as in May to July. The monthly averages for the first ten months of this year and for the year 1962 as a whole were also £13 million.

A. Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 3rd quarter	300·6	368·6	11·2
4th quarter	325·4	378·8	14·3
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
1963 May	364·7	425·5	13·5
June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4
September	305·3	386·8	10·8
October*	354·9	445·2	13·4

B. Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 3rd quarter	320	385	12
4th quarter	317	374	14
1963 1st quarter	327	375	12
2nd quarter	335	395	13
3rd quarter	346	412	13
1963 May	341	395	13
June	345	400	14
July	339	419	14
August	351	398	13
September	348	420	13
October*	341	406	12
May-July	342	405	13
August-October*	347	408	13
January-October*	336	395	13

* Provisional

Note:

Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

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New companies registered in September

BELOW ARE details of new companies registered in Great Britain during September, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,092	2,092
£1,000 and under £10,000	—	894	894
£10,000 and under £50,000	—	146	146
£50,000 and under £100,000	1	12	13
£100,000 and under £1,000,000	—	14	14
£1,000,000 and above	—	—	—
Total number	1	3,158	3,159
Total amount of Nominal Capital	'000's £50	'000's £7,263	'000's £7,313

Companies Registered in Great Britain in 1962-1963

	1962		1963	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,354	15,038	3,178	8,336
February	2,530	7,667	3,250	6,766
March	3,552	10,032	3,927	10,470
April	2,697	6,924	3,698	8,253
May	3,165	8,572	3,642	8,459
June	2,731	36,710	2,995	7,182
July	2,954	6,989	3,722	9,133
August	2,806	8,625	3,089	8,481
September	2,538	15,806	3,159	7,313
October	2,909	6,409		
November	3,252	7,092		
December	2,903	12,846		
Total	34,391	142,710		

Retail Stocks in September

THE VALUE of retail stocks at the end of September was 1 per cent higher than a year earlier, compared with increases on the previous year of 3 per cent in May and June, and 2 per cent in July and August. After allowing for seasonal factors, the level of the value of stocks in September was a little lower than in recent months.

In volume terms, stocks showed an increase of 1 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135			
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1			
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124			
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1			

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Index of retail prices, October 1963

AT OCTOBER 15, 1963 the official index figure which measures changes in average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 103·7, compared with 103·3 at September 17. The rise in the index during the month was due mainly to higher prices for sugar, potatoes and milk.

Instalment Credit Trade in 1961

This article presents figures derived from the 1961 Census of Distribution for the instalment credit trade of retail businesses.

The figures relate to retail organizations in scope of the 1961 census, including mail order businesses; and information was also obtained, through the Ministry of Power, on the instalment credit trade of gas and electricity showrooms. Credit traders calling on customers were included in the census, though they were not distinguished from other retailers. Neither check trading companies nor finance houses were covered by the census; the latter are regularly covered in the monthly statistics of instalment credit business published in the Board of Trade Journal (most recently in the issue of November 8, 1963). Manufacturers or wholesalers selling direct to the public were also outside the scope of the census of distribution,* and their instalment credit sales in total are believed to be relatively small. A note describing the method of collecting the 1961 figures from retail organizations appears at the end of this article.

Summary of instalment credit sales

THE TABLE below summarises the instalment credit sales of retail organizations. The figures for 1961 for independent retailers relate to traders who submitted a census return indicating sales of goods on instalment credit terms, and therefore exclude the credit sales of retailers who failed to make a satisfactory census return; these are estimated to amount to no more than £10 million. The table does not include the instalment credit sales of retail organizations classified to food kinds of business or as confectioners-tobacconists-newsagents; these sales were negligible (for large traders, they amounted to only about £140,000).

Table A. Retail sales on instalment credit terms, 1957 and 1961

£ million

	1957	1961
Co-operative societies	65	75
Multiple retailers with five or more branches	411	249
Large independent retailers (a) (b)		80
Other independent retailers (b)		108
Mail order businesses	98	204
	575	716
Electricity and gas showrooms	39	59
	614	775

(a) Retail businesses with twenty-five or more persons engaged, but with less than five branches.
(b) Excluding mail order businesses.

Instalment credit sales accounted in 1961 for 16·4 per cent of the sales of goods for the classes of traders covered, the corresponding figure for 1957 being 14·9 per cent. They accounted for 7·6 per cent of the sales of goods by co-operative societies in 1961; 14·8 per cent for multiple retailers; 15·6 per cent for large independents; and 8·9 per cent for other independents.

Mail order businesses alone showed an increase in instalment credit sales which accounted for about three-quarters of the net increase for all retail organizations. In 1957 general mail order houses had instalment credit sales of £95 million; in 1961 these sales had risen to £201 million (accounting for 98 per cent of all the sales made). For other mail order businesses (specializing in particular commodities) instalment credit sales were £4 million in 1957 and £3 million in 1961.

The electricity and gas boards also made a significant contribution to the growth in credit sales. Electricity showrooms had £33·5 million of credit sales in 1961 (compared with £20 million in 1957), accounting for 63 per cent of their sales of goods; gas showrooms had £25·2 million of credit sales in 1961 (against £19 million in 1957), accounting for 53 per cent of their sales of goods.

* Figures of manufacturers' direct sales to the public in 1961 were given in an article published in the *Board of Trade Journal* of February 15, 1963.

Types of credit sale

The above figures include all sales in respect of which an arrangement was made at the time of purchase for the customer to pay by instalments after receiving the goods, whether or not with a written agreement, and whether or not the transaction was financed by the retailer or a finance house. They exclude ordinary weekly, monthly or quarterly account sales, club sales where the customer paid for goods in advance, and sales against checks issued by businesses other than the retailer reporting.

The bulk of the instalment credit sales of retail organizations consisted of hire purchase and credit sale agreements, amounting to £624 million (or £683 million if electricity and gas showrooms are included). A number of traders gave separate figures for specialized forms of credit sales business, such as the '20 week' repayment systems commonly used by credit traders calling on customers, mail order businesses, and some department stores, but these are essentially a variant of the basic type of credit sale agreement and they are included under the main heading.

Traders were asked to distinguish sales on budget accounts and sales against checks issued by themselves, from sales on hire purchase and credit sale agreements.

Budget accounts provide a form of 'revolving credit'. Customers make weekly or, more usually, monthly payments to keep the outstanding debt within the limit allowed; this is normally eight or nine times the monthly payment. Unlike hire purchase or credit sale agreements, the budget account agreement does not relate to a specific item. Budget account sales reported amounted to £32 million, under 5 per cent of the total £716 million of credit sales reported by retail organizations. Clothing shops and department stores accounted for most of these sales; they were relatively unimportant in the case of co-operative societies.

Checks issued by retail organizations (other than co-operative societies) for use in their own shops amounted to only £19 million. In this system a voucher or check is issued to the customer, who generally pays a service charge of a shilling in the pound, repaying the face value of the check in weekly instalments of a shilling in the pound. Clothing and general shops were the main businesses that issued checks.

The mutuality club vouchers of co-operative societies covered sales of £40 million, more than half of all credit sales of the societies.

Kinds of business

Table B below summarizes the credit sales of retail organizations by kind of business; since these figures relate to retail organizations and not establishments, the figures for co-operative societies (as in general in those parts of the census reports analysing retail *organizations*) are not further broken down by kind of business, as each society sells such a wide variety of goods.

Table B. Retail sales on instalment credit terms, by kind of business, 1957 and 1961

£ million

	1957	1961
Co-operative societies	65	75
Clothing and footwear shops	78	96
Household goods shops	220	212
Other non-food retailers	9	6
Department stores	33	54
General mail order houses (a)	95	201
Other variety and general stores	75	72
	575	716
Electricity and gas showrooms	39	59
	614	775

(a) Mail order businesses classified to specific kinds of business are included under the appropriate headings.

In comparing the figures for the two census years it should be noted that there are a few cases of re-classification of individual organizations between the censuses because of changes in the balance of goods sold, either from one kind of business to another or, in the case of some businesses selling cycle and motor accessories, to

the motor trades and therefore out of scope of the census of distribution.

In specialist kinds of business, clothing, the furniture and furnishings trades, and chemists, showed an increase in instalment credit sales in 1961 compared with 1957. In clothing, the bulk of the increase was in the men's wear kind of business; this represents a noticeable change in selling methods, especially affecting large traders – in 1957 the larger men's wear multiples (those with ten or more branches) made only 6 per cent of their sales on instalment credit terms, but the proportion had risen to 15 per cent in 1961.

Instalment credit sales by radio and electrical firms were lower, largely if not entirely as a result of the increased use of rented television. Receipts for radio and television rentals in all kinds of business amounted to £78 million in 1961, of which £60 million was taken by organisations mainly engaged in this kind of business.

While the kind of business figures for the two census years show a contrasting movement between clothing shops and household goods shops, it should be remembered that there was a very sharp increase in credit sales of household goods between 1957 and 1959 before the re-imposition of instalment credit restrictions, which did not apply to clothing and footwear.

Commodities sold on instalment credit

The larger organizations were asked to give a broad analysis of the kind of goods sold on instalment credit terms, but this analysis was not obtained from smaller independent retailers. Estimates of total sales of each class of goods on instalment credit may, however, be made approximately by assuming all the sales of the smaller independents to consist of the class of goods characterising the business (which is thought unlikely to introduce any serious error).

The figures are summarized in the following table:

Table C. Commodity analysis of instalment credit sales, 1961

£ million

	Large organizations (Sales of each class of goods)	*Small organizations* (Total sales by organizations classified to the corresponding kinds of business)
Furniture and floor coverings	156	34
Radio and television sets, electrical and household appliances	141 (a)	31
Clothing and footwear	235	38
Other goods (c)	133 (b)	6
	666	109

(a) Including sales by electricity showrooms (£34 million).
(b) Including sales by gas showrooms (£25 million).
(c) Mainly household goods: see footnote (b) to Table 2.

In round figures, the total sales on instalment credit in 1961 of £775 million were made up of £190 million of furniture and floor coverings (compared with about £160 million in 1957); £170 million of radio and television sets, electrical goods and household appliances (£145 million in 1957); £275 million of clothing and footwear (£195 million in 1957); and £140 million of other, largely household goods (£115 million in 1957). Thus while instalment credit sales of clothing and footwear increased by about two-fifths between the two census years, for other broad classes of goods the rise was only about one-fifth.

Details of how the large organizations' sales on instalment credit in 1961 were made up are given in Table 2. For co-operative societies, the largest item was clothing and footwear; but for department stores, this was exceeded by furniture and floor coverings. Over half the large instalment credit sales of the general mail order houses consisted of clothing and footwear, and they also recorded substantial sales of the miscellaneous household goods grouped together under the residual heading 'Other goods'.

The credit sales of co-operative societies cover a rather wider variety of goods than those of other retailers; mutuality club vouchers are often used for food and coal (included under the figure of £13 million against 'Other goods' in Table 2), as well as for clothing and household goods.

Balances outstanding on instalment credit sales

Balances on instalment credit sales owed to retail organizations and electricity and gas showrooms at the end of the census year were about £469 million against £303 million at the end of 1957. The table below summarizes the figures by form of organization; it excludes the small amounts due to retail organizations classified to food kinds of business or as confectioners-tobacconists-newsagents (which for large traders amounted to only £137,000).

Table D. Instalment credit outstanding at the end of the year

£ million

	1957	1961
Co-operative societies	18	29
Multiple retailers with five or more branches	191	184
Large independent retailers (a) (b)		37
Other independent retailers (b)		51
Mail order businesses	26	61
	235	362
Electricity and gas showrooms	68	106
	303	469

(a) Retail businesses with twenty-five or more persons engaged, but with less than five branches.
(b) Excluding mail order businesses.

These figures do not take account of amounts owed by retailers' customers directly to finance houses, but they do include amounts outstanding on agreements block discounted with finance houses by retailers. (The total sums owed directly to finance houses at the end of December, 1961 were estimated at £618 million; only a small proportion of this relates to household goods, the bulk of finance house business being in vehicles and industrial plant and equipment).

The large share of outstandings which was owed to multiple retailers and to the electricity and gas showrooms reflects the long-term nature of the credit granted by them. By contrast, much of the credit granted by co-operative societies and mail order businesses is for comparatively short periods.

Table E summarizes the instalment credit debt outstanding at the end of the year by kind of business (detailed figures for 1961 are shown in the final column of Table 1) and compares the figures with 1957.

Table E. Instalment credit outstanding at the end of the year, by kind of business

£ million

	1957	1961
Co-operative societies	18	29
Clothing and footwear shops	32	43
Household goods shops	101	163
Other non-food retailers	3	2
Department stores	16	27
General mail order houses (a)	25	60
Other variety and general stores	39	39
	235	362
Electricity and gas showrooms	68	106
	303	469

(a) Mail order businesses classified to specific kinds of business are included under the appropriate headings.

A comparison of these figures with Table B shows that there have been increases between 1957 and 1961 in the ratio of outstandings to credit sales, probably reflecting an increase in the length of credit granted. This is especially marked in the household goods kinds of business. For 1957, the outstandings at the end of the year represented between five and six months' credit sales at the average rate of sales during the year, while for 1961 the figures of outstandings were equal to the value of about nine months' credit sales. This change is in part due to the longer period of repayment allowed by the hire purchase regulations (mainly three years from January 1961 against two years during 1957). For co-operative societies, outstandings were equivalent to over three

(*Continued on page* 1156)

Table 1. Instalment credit sales by form of credit and balances outstanding, 1961

	Total sales of goods	Sales of goods on instalment credit terms						Total instalment credit outstanding at end of year
		Total sales on instalment credit terms			Sales on hire purchase or credit sale agreements	Sales on budget accounts	Sales against checks issued by retailers for use in their own shops	
		Number of organizations selling on instalment credit terms	Value	As percentage of total goods sold				
	£'000		£'000	%	£'000	£'000	£'000	£'000
Total retail trade (a)	4,621,930	23,283	715,912	15·5	624,455	32,670	58,787	362,350
Co-operative societies	994,084	708	75,236	7·6	33,372	1,492	40,373 (b)	29,314
Multiple organizations (c)	1,682,078	769	248,690	14·8	227,090	12,974	8,626	183,920
Large independents (d)	725,908	1,317	283,109	39·0	268,006	9,233	5,869	97,723
Other independents (e)	1,219,859	20,489	108,877	8·9	95,987	8,683	4,207	51,393
Organizations other than co-operative societies:								
Clothing and footwear shops	1,202,649	7,086	96,210	8·0	76,121	14,107	5,983	43,026
Multiple organizations	676,520	228	40,021	5·9	32,140	6,441	1,440	20,074
Large independents	111,805	298	21,271	19·0	17,349	1,927	1,995	7,339
Other independents	414,324	6,560	34,918	8·4	26,632	5,739	2,548	15,613
Boot and shoe shops	198,542	494	3,237	1·6	2,572	241	423	979
Multiple organizations	147,934	21	881	0·6	822	14	131	193
Large independents	4,964	9	307	6·2	220	227	292	187
Other independents	45,644	464	2,049	4·5	1,530			599
Men's and boys' wear shops	248,259	688	23,859	9·6	18,478	5,194	186	11,119
Multiple organizations	155,429	95	21,068	13·6	16,492	4,838	10	10,333
Large independents	14,331	35	1,111	7·8	838	356	176	272
Other independents	78,500	558	1,680	2·1	1,148			514
Women's, girls' and infants' wear, drapery and general clothing shops	755,848	5,904	69,115	9·1	55,071	8,672	5,372	30,928
Multiple organizations	373,157	112	18,072	4·8	14,826	1,857	1,389	9,548
Large independents	92,510	254	19,853	21·5	16,291	1,659	1,903	6,880
Other independents	290,181	5,538	31,190	10·8	23,954	5,156	2,080	14,500
Household goods shops	793,271	12,631	212,017	26·7	206,434	2,949	2,635	162,730
Multiple organizations	237,997	397	124,379	52·3	123,225	407	748	117,765
Large independents	111,012	562	24,211	21·8	22,926	602	683	14,091
Other independents	444,261	11,672	63,427	14·3	60,283	1,940	1,204	30,874
Furniture and furnishings shops	351,986	3,275	127,745	36·3	123,815	2,015	1,916	116,727
Multiple organizations	125,902	136	80,143	63·6	79,253	239	651	88,603
Large independents	65,449	268	16,288	24·9	15,493	345	451	10,099
Other independents	160,636	2,871	31,314	19·5	29,069	1,431	814	18,024
Radio and/or electrical goods shops	213,002	5,747	76,888	36·1	75,513	818	557	43,863
Multiple organizations	80,063	201	43,373	54·2	43,151	414	291	28,917
Large independents	21,448	207	7,377	34·4	6,894	404	266	3,736
Other independents	111,492	5,339	26,138	23·4	25,468			11,210
Cycle and perambulator shops (including cycle and radio shops)	29,632	2,007	4,661	15·7	4,647	7	7	1,131
Multiple organizations	1,608	14	454	28·2	454	—	—	125
Large independents	643	6	145	22·6	145	—	—	43
Other independents	27,381	1,987	4,062	14·8	4,048	7	7	963
Ironmongers, hardware shops	198,649	1,602	2,724	1·4	2,458	109	156	1,009
Multiple organizations	30,424	46	410	1·4	367	11	39	120
Large independents	23,472	81	401	1·7	393	97	117	213
Other independents	144,753	1,475	1,913	1·3	1,698			676
Other non-food retailers	612,900	2,115	5,989	1·0	5,828	76	85	2,190
Multiple organizations	221,270	83	2,021	0·9	2,021	—	—	1,026
Large independents	44,337	87	886	2·0	854	32	85	303
Other independents	347,294	1,945	3,082	0·9	2,953	44		861
Booksellers, stationers	90,013	190	197	0·2	196	1	—	72
Multiple organizations	42,000	4	60	0·1	60	—	—	38
Large independents	13,744	20	53	0·4	53	—	—	9
Other independents	34,270	166	84	0·3	83	1	—	25
Chemists, photographic dealers	311,980	836	2,931	0·9	2,878	29	24	1,270
Multiple organizations	142,219	39	1,364	1·0	1,364	—	—	724
Large independents	6,258	25	246	3·9	1,513	29	24	85
Other independents	163,503	772	1,321	0·8				461

Table 1 *continued.* Instalment credit sales by form of credit and balances outstanding, 1961

	Total sales of goods	Sales of goods on instalment credit terms						Total instalment credit outstanding at end of year
		Total sales on instalment credit terms			Sales on hire purchase or credit sale agreements	Sales on budget accounts	Sales against checks issued by retailers for use in their own shops	
		Number of organizations selling on instalment credit terms	Value	As percentage of total goods sold				
	£'000		£'000	%	£'000	£'000	£'000	£'000
Organizations other than co-operative societies (*continued*):								
Jewellery, leather and sports goods shops	142,272	756	1,533	1·1	1,497	36	—	484
Multiple organizations	29,768	26	441	1·5	441	—	—	189
Large independents	15,136	34	330	2·2	1,056	36	—	112
Other independents	97,368	696	762	0·8			—	184
Other non-food shops	68,636	333	1,328	1·9	1,258	9	61	364
Multiple organizations	7,284	14	156	2·1	156	—	—	76
Large independents	9,199	8	257	2·8	257	—	—	98
Other independents	52,154	311	915	1·8	845	9	61	191
General stores:	1,019,026	743	326,461	32·0	302,701	13,760	10,000	125,090
Department stores	462,507	288	53,803	11·6	35,110	12,533	6,160	26,871
Multiple organizations	228,398	33	25,173	11·0	15,831	6,127	3,214	14,207
Large independents	234,109	255	28,630	12·2	19,279	6,406	2,946	12,663
General mail order houses (f)	205,355	26	200,943	97·9	200,943	—	—	59,588
Variety and other general stores	351,163	429	71,715	20·4	66,648	1,227	3,840	38,631
Multiple organizations	317,894	28	57,097	18·0	53,873	—	3,214	30,847
Large independents	19,329	89	7,168	37·1	6,656	266	246	3,738
Other independents	13,940	312	7,450	53·4	6,119	961	370	4,046

(a) Excludes grocers; other food retailers; confectioners, tobacconists, newsagents. Large organizations in these kinds of business had credit sales of £140,000 and outstandings at the end of the year of £137,000.
(b) Sales against mutuality club vouchers. (c) Organizations with five or more branches. (d) Organizations with 25 or more persons engaged, but with less than five branches.
(e) Organizations with less than 25 persons engaged and less than five branches. (f) Mail order businesses classified to specific kinds of business are included under appropriate headings.

Table 2. Commodity analysis of instalment credit sales, 1961

Large retail organizations

	Total sales on instalment credit terms	Furniture and floor coverings	Radio and television sets, electrical goods and household appliances (a)	Clothing and footwear	Other goods (b)
	£'000	£'000	£'000	£'000	£'000
Total retail trade (c):					
Co-operative societies	75,236	19,245	12,670	30,369	12,953
Multiple organizations	248,690	90,939	60,207	69,795	27,749
Large independent organizations	283,109	46,282	34,526	134,998	67,304
Large organizations other than co-operative societies:					
Clothing and footwear shops:					
Multiple organizations	40,021	2,023	655	34,729	2,614
Large independents	21,271	1,771	478	15,902	3,120
Household goods shops:					
Multiple organizations	124,379	64,795	48,291	2,783	8,509
Large independents	24,211	13,691	7,785	566	2,169
Other non-food retailers:					
Multiple organizations	2,021	29	474	3	1,515
Large independents	886	—	53	—	833
General stores:					
Department stores:					
Multiple organizations	25,173	9,467	5,094	6,622	3,990
Large independents	28,030	9,627	3,688	9,623	5,692
General mail order houses (d)	200,943	18,834	21,670	106,136	54,304
Variety and other general stores:					
Multiple organizations	57,097	14,626	5,693	25,657	11,121
Large independents	7,168	2,359	852	2,771	1,186

(a) Includes record players and tape recorders; sewing machines; lawn mowers.
(b) Includes household textiles and soft furnishings; hardware; china; tools and garden implements; jewellery, watches and clocks; cameras; sports goods; motor cars and motor cycles; boats.
(c) Excludes grocers; other food retailers; confectioners, tobacconists, newsagents. Gas and electricity showrooms are also excluded from this table.
(d) Mail order businesses classified to specific kinds of business are included under appropriate headings.

Table 1a. Gas and electricity showrooms, 1961

	Total sales of goods	Sales of goods on instalment credit terms	Total instalment credit outstanding at end of year
	£'000	£'000	£'000
Gas showrooms	47,402	25,173	50,800
Electricity showrooms	53,046	33,508	55,519

(*Continued on next page*)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.*

months' credit sales at the end of 1957 and over four months' credit sales at the end of 1961. Small increases are shown in the clothing kinds of business, for general mail order houses, and electricity showrooms. For department and other general stores, and for gas showrooms, there has been little or no change.

Other book debts

In adiition to the £362 million owing to retail organizations in respect of instalment credit sales, a further £183 million was owed to them by customers on ordinary weekly or monthly accounts, etc.; this compares with £155 million in 1957. It includes £12 million owed to co-operative societies (compared with £10 million at the end of 1957); £45 million owed to grocers and other food retailers and confectioners, newsagents, and tobacconists (£54 million in 1957); and £126 million owed to all other kinds of business (£91 million in 1957). of the £170 million owed to retail organizations other than co-operative societies, £65 million was owed to multiple retailers with five or more branches.

Further details of book debts other than those relating to instalment credit will be given in the final census report.

Note on methods

Information was collected from retailers in two stages. First, in the main census operation, details of sales on instalment credit terms and of balances outstanding at the end of the year, were collected from all large retailers (defined as co-operative societies, multiple retailers with five or more branches, and independent retailers with twenty-five or more persons engaged, together with all mail order businesses of whatever size). The figures collected required sales to be analyzed between the main types of credit and the main classes of goods sold.

Secondly, for independent retailers with less than twenty-five persons engaged, a sample of traders was chosen, using as a framework all traders who indicated on their main census form that they sold goods on instalment credit terms. An inquiry into the credit trade of these retailers was carried out on a voluntary basis in the spring of 1963. The response to this inquiry was about 70 per cent of those approached, 2,700 traders giving the information required. Figures for these traders were grossed-up by the ratio method, by applying the ratio of credit sales and outstandings to turnover for respondent traders to the turnover of all traders indicating that they sold goods on instalment credit terms.

No commodity analysis of their credit sales was required from these smaller independent retailers. Their sales would generally have all fallen within one of the broad classes of goods distinguished, and it was consequently not thought worth complicating the questionnaire by asking for this additional information.

Traders whose total turnover was £5,000 or less were not included in the sample inquiry but estimates for their credit trade are included in the figures in this article, by assuming that, for those traders of this size indicating that they sold goods on instalment credit terms, the ratio of credit sales and outstandings to turnover was the same as for traders in the next highest size-group.

Census of Distribution for 1961

THIS ARTICLE is one of a series on the 1961 Census of Distribution. The preliminary results of the census were presented in the *Board of Trade Journal* of February 8, 1963. That article included a description of the method of taking the census, notes, and definitions of the terms used.

An article presenting in advance some of the analyses of retail establishments to be published in the first part of the census report appeared in the *Board of Trade Journal* of September 20. Others published have been on manufacturers' direct sales to the public in 1961, based on an inquiry taken to supplement the results of the Census of Distribution, which appeared in the *Board of Trade Journal* of February 15; on sales by mail order, on May 31; on sales by mobile shops, on July 19; and on department stores, on October 4.

Copies of articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 227.)

Publication of the census report

The report on the census, publication of which will start next month, will contain area tables, establishment tables, and organization tables; the area tables are to be published in twelve separate parts, one for each of the standard regions of Great Britain, and one containing summarized figures for all regions and towns. The census report as a whole will, therefore, consist of fourteen parts, together with a supplement bringing together the material published in this series of articles in the *Board of Trade Journal*.

The census and the monthly statistics

The Board of Trade collects monthly figures of hire purchase and other credit instalment business from retailers in those kinds of business particularly engaged in the sales of durable goods. The monthly enquiry was designed to provide information only on certain types of credit transactions, i.e. longer term credit sales of a kind brought from time to time within the hire purchase regulations. The coverage of the monthly inquiry on the retail side has, in consequence, been confined to household goods shops, including the household goods departments of co-operative societies and department stores and the credit sales of gas and electricity showrooms. Within these shops the monthly inquiry covers the sales which are conducted under hire-purchase and other instalment credit sale agreements; sales against mutuality club vouchers by co-operative societies and on budget accounts, which are not readily identifiable as relating to durable goods or other goods, and where the credit is mostly of a short term character, are not covered by the monthly returns. Mail-order trading or sales by credit traders calling on customers for orders, where the credit granted is mainly short term and sales of clothing and footwear predominate, have not been covered.

The periodic comprehensive inquiries into credit trading are used as a base for the monthly statistics and the current statistics will be re-based as soon as possible on the results of the 1961 census. Among other changes it is intended to bring into the figures when they are re-based information on the credit sales of manufacturers selling direct to the public.

The following table shows the coverage of the monthly statistics in terms of the results of the 1961 Census:

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appeared in the Board of Trade Journal, *November 8, 1963 (page 1035).*

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Table F

	Instalment debt outstanding end 1961 £ million
Included in the monthly statistics	
Furniture and furnishing shops	117
Radio and/or electrical goods shops, cycle and perambulator shops (including cycle and radio shops) ironmongers and hardware shops	46
Gas and electricity showrooms	106
Household goods departments of co-operative societies and department stores	37*
Total included in the monthly statistics	306
Not included in the monthly statistics	
General mail order houses	60
Clothing and fotwear shops	43
Other retailers	60
Total not included in the monthly statistics	163
TOTAL	469

*Estimated. Co-operative societies and department stores gave only a total figure covering debt for all credit sales.

It will be seen that the instalment debt represented by the monthly returns covered about 65 per cent of the total instalment debt owing direct to retailers at the end of 1961. The proportion at the end of 1957 was much the same. In terms of debt outstanding on durable goods it is roughly estimated that around £60 million was outstanding at the end of 1961 which was not covered by the monthly statistics.

The following table shows the changes in instalment credit sales between 1957 and 1961 as derived from the censuses and as derived from the monthly statistics:

Table G *Instalment credit sales*
Percentage changes between 1957 *and* 1961

	From the Censuses	From the Monthly Inquiry
Furniture and furnishings shops (multiple and independent)	+8	+8
Radio and/or electrical goods shops, cycle and perambulator shops (including cycle and radio shops) ironmongers and hardware shops (multiple and independent)	—17	—24
Total household goods shops (including gas and electricity showrooms and household goods departments of co-operative societies and department stores)	+10	+7

The change in hire-purchase and other instalment credit sales by furniture and furnishing shops between 1957 and 1961, as measured by the monthly statistics and as measured by the censuses, accord very closely. The agreement, for the other group and for the total, is fairly good over a period of four years. There are various factors which probably contribute to the differences shown by the two sources. In some cases there have been shifts in the balance of goods sold with consequent changes in classification in the 1961 census. The monthly statistics are based on returns from a panel of retailers and some difference is to be expected to emerge over the years because of the sample nature of the inquiry.

The changes in instalment debt outstanding direct to household goods shops between 1957 and 1961, as measured by the censuses and the monthly statistics, accord quite closely, each showing a rise of just under 60 per cent.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Extension 1195.

Hire purchase business continues to rise in third quarter

THE CONTINUED buoyancy in hire-purchase and other instalment credit in September, 1963, reported in an article published in the *Board of Trade Journal* of November 8, is confirmed by the survey of assets and liabilities of hire purchase finance companies for the third quarter of 1963. Hire purchase and other instalment credit outstanding with hire purchase finance companies, which increased by £27 million between the first and second quarters of 1963, rose again in the third quarter by £18 million and, at £658 million, is at the highest recorded figure since the last quarter of 1961 when it was £674 million. Assets with United Kingdom financial institutions other than banks increased by £11 million during the quarter; part of this increase was call money with discount houses and part loans to associated companies. There were smaller increases in holdings of securities—£8 million, and in other advances and loans – £4 million and investments – £2 million, bringing the total of assets covered by the inquiry to £793 million at September 30, 1963, an increase of £43 million over the previous quarter. This is the largest increase in hire purchase companies' assets since these these surveys began.

This increased activity was financed by an increase of £22 million in borrowing on deposit. Deposits from United Kingdom non-financial companies rose by £30 million, but the rise was offset to some extent by small decreases in borrowing on deposit from banks, other financial institutions and from overseas residents. Borrowing other than on deposit, remained constant at £97 million. Bills discounted fell during the quarter by £10 million to the level at the end of last March.

Unearned finance charges amounted to £70 million at the end of the third quarter; the ratio of unearned finance charges to credit outstanding has risen from 10.3 in December 1962, to 10·6 at September 30, 1963.

Issued capital and reserves, as shown in the companies' last balance sheets, increased by £9 million to £151 million. This was partly explained by new issues of capital amounting to £1 million, but in the main reflects transfers to reserves from the year's income of companies which presented their annual accounts during the quarter.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at			
	Dec. 31, 1962	Mar. 31, 1963	June 30, 1963	Sept. 30, 1963
Assets with United Kingdom financial institutions other than banks	1	—	4	15
Trade investments and investments in unconsolidated subsidiaries	27	26	29	31
Other securities	17	9	14	22
Hire-purchase, credit sale and other instalment credit outstanding (1)	622	613	640	658
Other advances and loans	58	63	63	67
Total of Selected Assets	725	711	750	793
Selected Liabilities				
Bills discounted with United Kingdom banks and discount houses	65	59	68	58
Deposits by:				
(a) United Kingdom banks	49	52	69	67
(b) Other United Kingdom financial institutions	40	40	39	33
(c) United Kingdom non-financial companies	128	122	144	174
(d) Other United Kingdom residents	34	36	38	40
(e) Overseas residents	86	82	79	77
Total deposits	337	332	369	391
Other borrowing:				
(a) United Kingdom banks (net) (2)	82	85	81	82
(b) Other United Kingdom financial institutions	8	7	7	6
(c) United Kingdom non-financial companies	1	1	1	1
(d) Other United Kingdom residents	6	6	7	7
(e) Overseas residents	1	—	1	1
Total other borrowing	98	99	97	97
Unearned finance charges	64	64	68	70
Issued capital and reserves (3)	142	142	142	151
Total of Selected Liabilities	706	696	744	767

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

Commonwealth and Sterling Area statistical abstract

THE 83rd issue of the 'Commonwealth and Sterling Area Statistical Abstract' was published on November 21 for the Board of Trade by H.M. Stationery Office, price 7s. 6d., by post 8s. 0d.

This publication summarizes the external trade of Commonwealth and Sterling Area countries individually and as a whole, showing the movement of goods to and from other parts of the world up to the end of 1962.

Insurance statistics

THE publication 'Statements of Life Assurance Bond Investment Business deposited with the Board of Trade during the year ended December 31, 1962', is now on sale and can be obtained from H.M.S.O. price 16 gns. per set of two volumes (which are not sold separately).

The contents of this publication follow the lines of previous editions. The statements of all companies, both British and overseas, which carry on life assurance and/or bond investment business in Great Britain have been reproduced in full, i.e. life assurance and bond investment revenue accounts, profit and loss accounts, balance sheets and certificates and actuarial returns as required by the Insurance Companies Act 1958.

The companion publication 'Summary of Statements of Insurance Business deposited with the Board of Trade during the year ended December 31, 1962', is in course of preparation and is expected to be published in about three weeks' time.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the two weeks ended October 12, 1963:

Distributors' earnings submitted:		
High cost films	£454,725	
Low cost films:		
Eligible (after multiplying by 2½)	£55,322	
Not eligible for 2½ times rental	£4,298	
		£514,345
Films of less than 3,000 feet (after multiplying by 2½)		£40,729
		£555,074
Levy collections paid to Agency by H.M. Customs and Excise to October 31, 1963, approximately covering entertainments to October 12, 1963		£187,000

The twelfth interim allocation for the sixth distribution period will be at the rate of 38½ per cent.

New and revised British standards

RECENT BRITISH standards published are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

B.S.	Particulars	Price
		s. d.
NEW BRITISH STANDARDS		
Addendum No. 1	1963 to B.S. 4 Part 1: 1962 (PD 5032) Structural Steel sections: Part 1. Hot-rolled sections	4 0
Addendum No. 1	1963 to B.S. 1016 Part 13: 1961 (PD 5035) Methods for the analysis and testing of coal and coke: Part 13. Tests special to coke: 13.11 The micum test (using the half-micum drum)	3 0
1722	Fences: 1722 Part 10: 1963 Anti-intruder chain link fences	6 0
2132	Fixed mica dielectric capacitors for use in telecommunication and allied electronic equipment: 2132 Part 1: 1963 General requirements and tests	12 6
2999/44-52:	1963 Essential oils	6 0
3224	Lighting fittings for civil land aerodromes: Part D. Runway lights. Section D4. Runway centre line lighting fittings	4 6
3500	Methods for creep and rupture testing on metals: 3500 Part 6: 1963 Tensile stress relaxation testing	5 0
3633	Cheese-pressing moulds: 3633 Part 2: 1963 Circular moulds	4 6
3659:1963	Heavy duty air-break circuit-breakers for alternating-current systems	20 0
3667	Flexible polyurethane foam: 3667 Parts 1 and 2: 1963 Part 1: Indentation hardness index: Part 2. Indentation hardness characteristics	3 6
3668:1963	Red and green filters used in ophthalmic dichromatic and dissociation tests	3 6
3670:1963	Methods of sieve analysis of woodflour	3 0
3671:1963	Ponceau MX for use in foodstuffs	3 0
3672:1963	Coloured pitch mastic flooring	5 0
3678:1963	Access hooks for chimneys and other high structures in steel	4 6
3686:1963	Protective hats for horse and pony riders	4 6
REVISED BRITISH STANDARDS		
185:1963	Glossary of aeronautical terms: Section 6:1963 Ballistic and guided missiles. Section 7:1963 Lighter-than-air aircraft (aerostats). Section 8:1963 Power plant. Section 9:1963 Propellers. Section 10:1963 Auxiliary services. Above five sections complete with index	25 0
567:1963	Asbestos cement flue pipes and fittings (light quality)	7 6
770:1963	Methods for the chemical analysis of cheese	4 6
903	Methods of testing vulcanized rubber: 903 Part A 6:1963 Determination of compression set	5 0
1450:1963	Black pitch mastic flooring	5 0
1741:1963	The chemical analysis of liquid milk and cream	6 0
1786:1963	Steel wheelbarrows, general purpose type	4 6
2003:1963	Studio spotlights for tungsten filament lamps for use in motion picture studios	6 0
2571:1963	Flexible PVC compounds	3 6
NEW CODES OF PRACTICE		
CP 102-1963	Protection of buildings against water from the ground	15 0
Supplement No. 1	1963 to CP 152:1960 (PD 5033): Glazing and fixing of glass for buildings. Recommendations on safety aspects of glass glazed or fixed in buildings	2 0

The theme of the 1964 Standards Conference, to be held at the Connaught Rooms, London, from May 7 to 8, will be 'Progress with standards'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 15, 1963.
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 19:					
Over my Shoulder	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28920	10	November 11
High, Wide and Faster	" "	" "	Br/E 28921	18	November 11
Girl in the Headlines	Bryanston Films Ltd.	Viewfinder Film Productions Ltd.	Br/E 28923	93	November 12
Cash on Demand	Columbia Pictures Corporation Ltd.	Woodpecker Productions Ltd.	Br/E 28924	67	November 12
In the Cool of the Day	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer British Studios Ltd.	Br/E 28888	88	November 13
Stolen Hours	United Artists Corporation Ltd.	Barbican Films Ltd.	Br/E 28927	97	November 14
The Caretaker	British Lion Films Ltd.	Caretaker Films Ltd.	Br/E 28937	105	November 15
Pathe News 63-91	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28582	8	November 15
Pathe News 63-92	" "	" "	Br/E 28583	8	November 15
Movietone News 1796A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28529	7	November 15
Movietone News 1797	" "	" "	Br/E 28530	7	November 15
		FOREIGN			
Bye Bye Birdie	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28922	110	November 12
Golden Horseshoe Revue	Walt Disney Productions Ltd.	Walt Disney Productions	F 28925	49	November 14
Love and Larceny	Regal Films International Ltd.	Maxima Film-Cei Incom. Society Generale Cinematografica.	F 28926	93	November 14
Isles of the Sun	Paramount Film Service Ltd.	Paramount Pictures Corporation	F 28928	10	November 15
Bred Winners	" "	" "	F 28929	9	November 15
Sour Gripes	" "	" "	F 28930	6	November 15
Tell me a Badtime Story	" "	" "	F 28931	6	November 15
Hound for Pound	" "	" "	F 28932	6	November 15
Hobo's Holiday	" "	" "	F 28933	6	November 15
Gramps to the Rescue	" "	" "	F 28934	6	November 15
Harry Happy	" "	" "	F 28935	6	November 15
The Pig's Feat	" "	" "	F 28936	6	November 15

Our foreign service grows— at home

For many years our service to customers and others interested in foreign trade has been available at four provincial foreign branches as well as at our two foreign branches in London. As part of our extended programme of decentralised foreign service a new foreign branch was established in Southampton earlier this year; this month Cardiff Foreign Branch was opened and December will see the opening of a foreign branch in Nottingham. By the end of 1964 we shall have fourteen such branches. Every kind of foreign business will be conducted there, and the Managers will spend a good part of their time visiting businessmen in their areas who have come to Barclays with their problems of export or import finance.

London: Chief Foreign Branch,
168 Fenchurch Street, EC3
West End Foreign Branch,
1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Cardiff: St. David's House,
Wood Street
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Southampton: Grosvenor House,
18/20 Cumberland Place

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Government surplus sales by auction

AIR MINISTRY

1963	Stores	Location	Auctioneers
Nov. 27 .	Miscellaneous stores and equipment . .	Royal Air Force Stations, North Luffenham, Tuddenham, Feltwell, Hemswell and Driffield.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include large caravan type trailers, hydro pneumatic trailers, 6,000 gallon (U.S.A.) stainless steel tanks, mobile air conditioning plants, trailer-mounted hydraulic pumping units, trailer-mounted power switch board, trailer-mounted cleaner and flushing unit, skid-mounted fuel transfer assemblies, 'Continental Pachette', petrol driven engine, 180 h.p., 'Detrex' degreaser assembly, long and short range electro theodolites, electrical test equipment, hand tools, metal tool boxes, gauges, small pipe fittings, valves, screws, bolts, nuts, connectors, space heaters, furniture, miscellaneous stores and equipment.

Nov. 28-29 .	158 timber, sectional and other huts, a large quantity of underground and overhead cable, hot water piping, light fittings, stoves, boilers, kitchen and bathroom fittings, and a quantity of coke.	Royal Air Force Station, Bridgnorth, Shropshire.	Nock, Deighton & Son, 52 Whitburn Street, Bridgnorth, Shropshire. (Tel. 2203/4).
Dec. 19 .	528·187 acres of valuable freehold land and buildings, part offered with vacant possession and part subject to tenancy.	East Moor Airfield, Sutton-on-the-Forest, York.	R. M. English & Son Ltd., Pocklington, Yorkshire. (Tel. Pocklington 2106 and 3198).
Dec. 19 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle and R.C.A.F. Prestwick.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units and Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

WAR OFFICE

1963	Stores	Location	Auctioneers
Nov. 28-29 .	Vehicles, M.T. spares, watches and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Dec. 3 .	Clothing and textiles and miscellaneous stores including:	Command Ordnance Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).

Khaki greatcoats, B/D blouses and trousers; webbing equipment; boots and shoes; blankets; fireside adjustable and folding chairs; table; sideboards; bedroom furniture; mirrors; single and double bunk bedsteads; carpets; carpenter's, engineer's and other hand tools; combination safe; platform weighing machines; 1,430 sets of slatted wooden tent bottoms; scrap metals, etc.

Dec. 5 .	Saloon cars, trailers and trucks etc., including:	Command Vehicle Park, Long Kesh Aerodrome, Hillsborough, Co. Down, Northern Ireland.	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, Northern Ireland. (Tel. Belfast 30433).

Austin and Standard saloons; Austin 'Champs' also 1 ton and 3 ton trucks; Bedford 1 ton and 3 ton trucks and tippers; Dennis 3 ton tipper 4 x 2; Land Rovers; Morris 1 ton truck 4 x 4; Ford 3 ton tractor 4 x 4; Bowden 7½ ton 6 wheeled trailer; Neal Rapid 2 ton mobile crane; 2 wheeled water trailer, etc.

Dec. 5 .	Tentage and canvas and miscellaneous stores.	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).
Dec. 10-12 .	Vehicles, motor cycles, earthmoving and lifting equipment, plant ancillaries and spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Dec. 12-13 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1963	Description of Goods	Location	Auctioneers
Nov. 27 .	Office, domestic and miscellaneous furniture, hardware, plan presses, safes, refrigerators, carpets, clocks, steps, trucks, engineering and electrical items.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Water Lane, Clifton, York.	Messrs. Lawson, Maskill and Giddings, 11 Blake Street, York. (Tel.: York 55353).

Catalogues, price 1s. 0d. obtainable direct from the auctioneers. View days. November 25 and 26, 1963, and morning of sale.

Dec. 3 .	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

BY ORDER OF RALEIGH INDUSTRIES LIMITED
(Owing to Divisional Concentration)

WALKER, WALTON & HANSON
will **SELL BY AUCTION** on
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No. 3 FACTORY, WOLLATON RD., NOTTINGHAM
A LARGE QUANTITY OF MACHINE TOOLS, EQUIPMENT, STORES, ELECTRICAL APPARATUS, ETC.

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ELECTRICAL SWITCHGEAR, TRANSFORMERS, PLUGS, CONDUIT FITTINGS, FLAT TRANSMISSION and CONVEYOR BELTING, EMERY POWDER, EMERY LINISHING BELTS, CALICO POLISHING MOPS, FELT POLISHING WHEELS, VERTICAL and HORIZONTAL MILLING MACHINE CUTTERS, WIRE BRUSHES, RUBBER GLOVES, GRINDING WHEELS, PEGSON PORTABLE PUMP etc.

VIEWING: SEE CATALOGUE

CATALOGUES—May be obtained from the 19th November onwards from the Auctioneers' Offices, Byard Lane, Bridlesmith Gate, Nottingham. Telephone—Nottingham 54272 (10 lines).

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NOTICE OF WITHDRAWAL

THE COLLIERY PLANT AND RAILWAY
has been sold privately

and therefore the sale by auction previously advertised to take place on the 28th November, 1963, has been cancelled.

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Export Services Branch, Board of Trade
Hillgate House, 35 Old Bailey, London, E.C.4.
Telephone: CITy 5757 ext. 420/421

Exhibitions and Fairs

Industrialization the theme of this year's building exhibition

THE THEME of 'Industrialization' at the 1963 International Building Exhibition (Olympia, November 13 to 27) was particularly apt, said Mr. Geoffrey Rippon, Minister of Public Building and Works, in his opening speech on November 13. 'There is much that is new and exciting in building', he said, 'and nearly all of it is connected in one way or another with the complex of techniques, methods and ideas summarized in the term 'industrialized building'.

More than 1,000 firms on 800 stands have displays ranging from simple polythene sheet to protect materials on site to sophisticated structural systems. In between these extremes are elegant tiles, new designs of climbing platform, the latest in timber fabrication, a method of planning construction programmes by computers and many other developments.

The 'Industrialization theme' is emphasized by a combined Government stand, conferences on the subject and by a special central display. The joint Government stand in which six Government departments are represented includes examples of emerging and established systems of industrialized building, explains new techniques of planning and control and demonstrates winter building. An introduction points to the rising output of the building industry (30 per cent increase since 1954) but says that the industry needs to double the present output during the next 20 years. Ten ways of increasing building output are detailed by the Minister of Public Building and Works in a tape-recorded message.

Details of the Amendments and Additions to the Classified Lists of Trade Fairs and Exhibitions are to be found on page 1166.

A special display, 'Industrialization interpreted' aims to enable visitors to analyse the merits of different methods of industrialized building. The stand includes nearly 50 products by 35 firms in a central display which serves as a focus for the whole of the exhibition. All the manufacturers taking part have completed a questionnaire so that the information presented on the central stand is uniform in both availability of facts and presentation.

Understandably, many of the new products on show reflect the way in which the factory can increase building productivity. Perhaps the most obvious example of this is the range of units which comprise an entire kitchen and bathroom complete with plumbing in the form of a large box which can be dropped in as the 'heart' of the house. One of these central core units is shown by C. A. E. C. Howard Ltd. This has a bathroom, w.c., warm-air heating unit, airing and meter cupboard, water heater and a completely fitted kitchen wall which includes sink, cooker, refrigerator and extractor fan in a unit weighing under one ton.

Another bathroom core unit developed by the Arcon Group and Taylor Woodrow Ltd., in conjunction with the Ministry of Housing is shown on the Ministry's stand. This comprises bathroom, w.c., central heating and hot water installation, gas and electrical services and airing cupboard and is to be factory-produced as a composite plumbing unit weighing 1¼ tons, ready for delivery to the site. Another development is the new low-cost combined cold water storage and heating unit – the Harcopak – designed by G. A. Harvey as an aid to old property improvement or conversion. This is a compact free-standing metal frame into which water storage units and plumbing are built and was designed with the co-operation of the Ministry of Housing's Research and Development Group.

Dry construction has been a trend in the industry for some years. This year British Werno Ltd. have introduced 'Air Wall', a construction method by which the panels are locked in place by compressed air. Another partition system is the 'Staunwell', designed by Bellrock Gypsum Industries Ltd., to provide a quickly built adaptable lightweight dry partitioning.

In the bigger structural field many organizations are showing developments within their entire section of the industry. The Timber Research and Development Association have prepared a scale model of their crosswall terrace housing system showing the various stages in the construction process. The British Constructional Steelwork Association features recent developments in steel in building – a theme taken up individually by several firms, notably by Multi-Storey Construction Ltd., which have on show a method by which the structure of high buildings can go up at a rate of two storeys a week.

The machinery and equipment displays are always an interesting part of the exhibition. Thomas Robinson and Son Ltd., have two new band saws and a saw bench among their five previously unshown exhibits as well as their standard range of machines. In contractors' plant, Cornelly Equipment Co. Ltd., are showing machines for the mass production of building components including lintels, concrete blocks and paving slabs. Ruston-Bucyrus Ltd., feature a giant mobile tower crane which can be transported to site by its own road wheels and operates on site by crawler tracks.

A stand at the SPOGA Fair, Cologne

Mr. E. Melville (right), H.M. Minister (Economic), British Embassy, Bonn, talking to Mr. Lowry, Unicorn Products Ltd., at the International Trade Fair of sports goods, camping equipment and garden furniture (SPOGA) held at Cologne recently.

Display of a cross-section of British industry

THREE EXHIBITIONS representing a cross-section of Britain's industrial activity, were featured simultaneously at Earls Court, London, from November 11 to 16. They were: the International Factory Equipment, the Engineering Materials and Design, and the Industrial Photographic and Television exhibitions. This triple bill was designed to display equipment, instruments, materials and services covering stages of industrial production, ranging from the preparation of raw materials to the sale of finished products.

The International Factory Equipment exhibition – the eleventh in the series – displayed equipment, materials and services for use in every type and size of factory. Some 200 exhibitors serving every need from plant construction and draughtsmanship to storage of finished goods and welfare and security services were featured at the show. For the convenience of visitors the exhibition was divided into seven sections corresponding to major divisions of industry. These covered the handling and storage of materials, packaging, heating, power, ventilation, refrigeration, dust and fume extraction, canteen and welfare services and equipment, construction, cleaning and maintenance, anti-corrosives and finishing, office and drawing equipment services, engineering, safety and general equipment.

The Industrial Photographic and Television exhibition illustrated the ever-increasing ways in which photography and close circuit television are being put to work in factory, office lecture room and laboratory. The wide range of applications displayed included high-speed and colour photography, cathode-ray oscillographs, electro-photographic processes, radiography, spectography, and photo-micrography. A special display feature consisted of more than three hundred photographs in black and white, and colour, illustrating the industrial uses of photography.

Sponsored by the *Financial Times* and *Engineering Materials and Design*, the Engineering Materials and Design exhibition which was opened by Dr. Barnes Wallis was the third in a series designed to display the wide variety of new materials, compounds, techniques and components now available. Exhibits included metals – both pure and in alloy form – castings and forgings, plastic compounds and finished plastic components, electrical and electro-chemical techniques and applications, glass fibres, mineral, organic and synthetic lubricants, springs, tools and instruments.

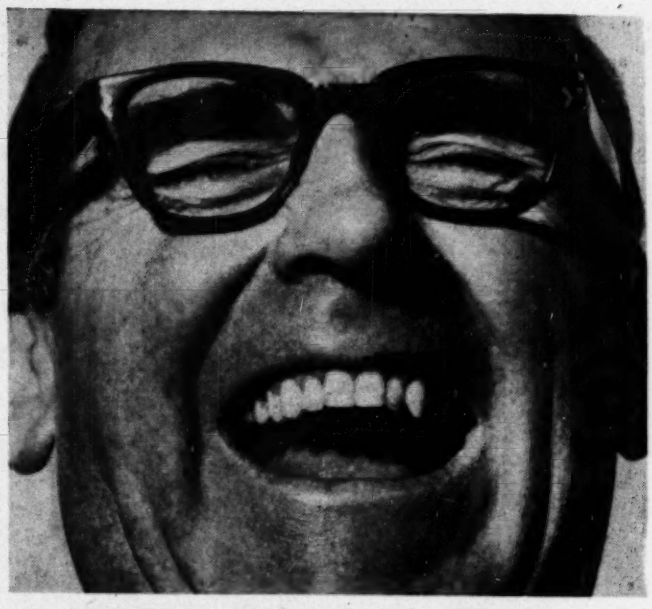
Concurrently with the exhibition a conference was held daily, covering aspects of design in a wide range of materials.

Samples display in Copenhagen

AS A prelude to the British Week in Denmark – September 25-October 4, 1964 – there will be a Samples Display staged at the Falkoner Centre in Copenhagen from February 8 to February 11. British manufacturers who would like the opportunity of showing their goods to Danish buyers with a view to purchases for the British Week are asked to reserve the dates. It is hoped to circulate a full prospectus in about a fortnight.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.



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Supported by The National Hosiery Manufacturers' Association
Organised by Trade Fairs & Promotions Ltd.

Further information from:
IMBEX '64, Commonwealth House, 1-19 New Oxford Street, London, W.C.1, England (CHAncery 9011).

EARLS COURT, LONDON
24-28 FEBRUARY, 1964

Impact of commercial vehicles at Scottish motor show

ALTHOUGH ALL the new models from the British and many foreign private car manufacturers were well represented, it was the commercial vehicles which made the impact at this year's Scottish Motor Show. This was due to the fact that Glasgow's Kelvin Hall was the venue for the only large-scale commercial vehicle show to be held in Britain this year. The newest products in the show were to be found on the Leyland Motors stand where a new truck chassis, a new low-weight tractor and a new system of air suspension for one of the company's best selling single-deck buses made their debut.

The truck – a thirteen-tonner – is the first of a new range of six, bringing more payload capacity, car-type comfort for the driver and a higher ton-miles-per-gallon-per-hour factor than their predecessors. They are available with either 110 or 125 horse power diesel engines. The new bus suspension system uses a single leaf spring with two air bellows mounted beneath and attached directly to the spring brackets. Levelling valves ensure a constant frame height under all load conditions, and that the bellows are inoperative under roll conditions. The system is independent of the air brakes and therefore failure in one would not affect the other.

More than four times its own weight can be handled by the new tractor and as the show opened it had already won contracts worth £600,000. Operating costs are claimed to have reached a new low with the 24-ton gross vehicle. A fully laden tractor averaged 11·5 m.p.g over a 10-mile circuit at 23 m.p.h., and 10·3 m.p.g. during a full throttle motorway run. It has a diesel engine developing 140 b.h.p., six speed gearbox, re-circulatory steering gear, powerful air brakes with servo-assistance on the hand brake and provision for a 15·8 h.p. power take off.

Opening the Show, the Earl of Dalkeith said that Britain is the world's top exporter of commercial vehicles. Shipments this year have already earned £89,675,000 – an increase of over £3,000,000 on last year. British commercial vehicle builders have recently increased their capacity by more than 30 per cent, and the accent is so firmly on business overseas that the export model specification is now quoted as the standard.

In the private car field it was appropriate that pride of place at the Kelvin Hall went to the new Hillman 'Imp', which represents the re-birth of private car manufacture in Scotland. Alongside it were ranged the now ubiquitous BMC 'Minis'. These ranged from the basic standard model right through to the highly tuned Cooper versions. The new 1100 series has also been given a 'VIP' look with the introduction of the 'Princess' version.

The large range of Ford products seems aimed at providing a car for every purpose and every pocket, and the same thing could also be said for Vauxhall since the Viva came on the market. This neat and exceptionally roomy car seemed to have a strong attraction for visitors to the show. In the more expensive range were the new Rover and Triumph models which drew considerable attention and the Aston Martin and Jaguar.

In the large accessory section of the Show the garage owner could find the latest equipment for his repair and servicing shops and the enthusiast was able to examine a range of 'extras' from the purely decorative to the highly technical units.

Mr. Peter Meldrum (right), Lord Provost of Glasgow, and the Lady Provost, talking to Mr. W. Cecil Reid, director Albion Motors Ltd., during their visit to the firm's stand on the opening day of the Scottish Motor Show.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

British success at Oslo Chemical Fair

A report from the British Embassy, Commercial Department, Oslo

AN INTERNATIONAL exhibition known as 'Kjemiteknikk 1963' was held from November 5 to 12 in the modern exhibition building at Skoyen, Oslo. It was organized by the Studieselskapet for Norsk Industri (Norwegian Industries' Development Association) in collaboration with the Norwegian Chemical industry's central office and the Norwegian Chemical Society. The last comparable exhibition in Norway was held in 1958.

The exhibition occupied the main hall (3,600 square metres) of the exhibition building, and 97 exhibitors took space. About twenty of these were Norwegian industrial undertakings and technical organizations; the remainder were foreign exhibitors and Norwegian agents of foreign and domestic principals.

British products were to the fore. At least 60 British firms were represented, a few exhibiting on their own account but the majority through their Norwegian agents and distributors, several of whom were exhibiting a range of complementary British products. In many cases the Norwegian agents were supported by British technical representatives who had come out for the purpose. This was the subject of much favourable comment. Other foreign exhibitors included firms from the Federal Republic of Germany, the United States, Sweden, Switzerland, Denmark, Austria, France, Italy, East Germany and Poland. The exhibition also contained a comprehensive display of technical publications and periodicals bearing on the chemical industry; a large proportion of these were published in Britain. Orders for subscriptions could be placed at the Exhibition.

Questioned at the end of the exhibition by members of the Commercial Department of the British Embassy, British exhibitors and their agents almost unanimously commented extremely favourably: The calibre of visitors had been high. The organizers had given adequate publicity to the exhibition, including an extensive direct mail campaign. Many exhibitors were able to say that they had received an unexpectedly large number of serious inquiries which could lead to future business; they thought their participation had been well worth while.

All in all this was a compact and well presented exhibition. The standard of display was effective but not pretentious. Administrative arrangements were said to be satisfactory. The wide range of British exhibits – laboratory equipment, chemicals, metals, electronic equipment, optical and measuring equipment, engineering products, etc. – should provide a useful boost to British exports in this field in the years to come.

A contributory factor to the success of the exhibition was the holding concurrently, in the same building, of a study conference attended by about 300 members of the Norwegian chemical industry. A programme of lectures and discussions was arranged over a period of five days. Lectures were given by representatives of some British firms; and films, supplied by exhibitors, were shown both in connection with the study conference and to the public.

'British Week' in Brisbane, Australia

THE BAND of the Scots Guards will march through the streets of Brisbane as one of the many features of a British Week being staged there from April 12-18, 1964. A show house will be completely fitted and furnished with manufactures from the United Kingdom, and there will be a display of newly designed consumer goods by the Council of Industrial Design. A town crier, who will also act as toastmaster, from London will make his voice heard, and there are plans to mark the fourth centenary of Shakespeare's birth with special displays and dramatic performances.

This British Week in Queensland – Australia's 'sunshine state' – is being organized by the Trade Commissioner in Brisbane in association with the Board of Trade in London. The city and its environs have a population of 700,000, and the main object is to show them the full range of consumer goods available from Britain. With the help of the Australian British Trade Association and agents of British firms in Australia, Brisbane's shops and department stores have been encouraged to feature British imports and make special displays.

The Board of Trade is supplying flags, banners, lanterns and masses of other decorative material for the streets and shops; the British Travel Association and B.O.A.C. are featuring tourism and travel; and the British Council is helping with artistic supporting events. The Brisbane 'Sunday Mail' is going to publish a special supplement, and there is support from State and municipal authorities, the loyal societies, and such organizations as the Queensland Housing Commission who are lending the British House.

British exporters are urged to take advantage of the promotional opportunity provided by the British Week by supporting their agents in Australia with information about suitable lines and with special display materials. Alternatively, they may like to seek the assistance of the Export Services Branch of the Board (Hillgate House, 35, Old Bailey, London, E.C.4. Tel.: City 5757) in securing agents in those towns where they are not already represented.

Further information about the 'Week' and the opportunities it offers for British exporters may be obtained from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue London, S.W.1. (Tel.: Trafalgar 8855, Extn. 3118) or from Mr. N. A. Pinch, the British Trade Commissioner, Sixth Floor, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane.

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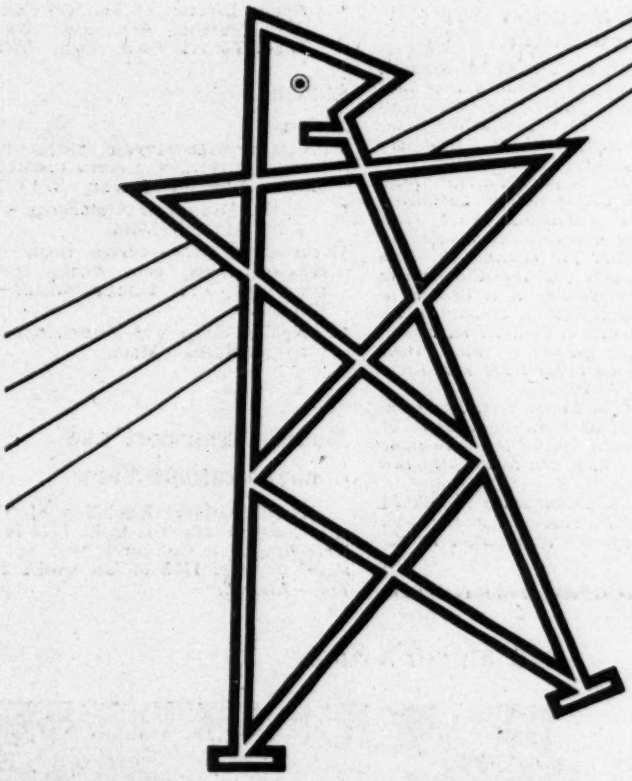

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£5,000,000 goods exhibited
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CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
United Kingdom	*Nov. 1*	*Feb. 7*
Outside Europe	*Oct. 4*	*Jan. 3*
Europe	*Sept. 6*	*Dec. 13*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on November 1, October 4 and September 6 respectively.

UNITED KINGDOM

Addition:

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (MEN'S AND BOY'S WEAR EXHIBITION) – September 29-October 1, 1964.

* At the Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Square, London, W.1. (Tel: Langham 2918).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

OUTSIDE EUROPE

Amendment:

The Board of Trade have been informed that the title of the Chicago National Boat Show to be held from March 21-29, 1964, has been changed to the Chicago National Boat, Travel and Outdoors Show. Notice of this event first appeared in the *Board of Trade Journal* on October 4, 1963.

Addition:

TORONTO: ANNUAL CONVENTION AND EXHIBITION OF THE ONTARIO HOSPITAL ASSOCIATION – October 26-28, 1964.

* Apply, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive Toronto (Don Mills), Ontario.

EUROPE

Additions:

FRANKFURT: INTERNATIONAL TRADE FAIR FOR GARDEN FURNITURE, GARDEN UMBRELLAS AND GARDEN SUPPLIES – January 10-13, 1964.

* Apply, Messe und Austellungs – GMBH, 6 Frankfurt-am-Main.

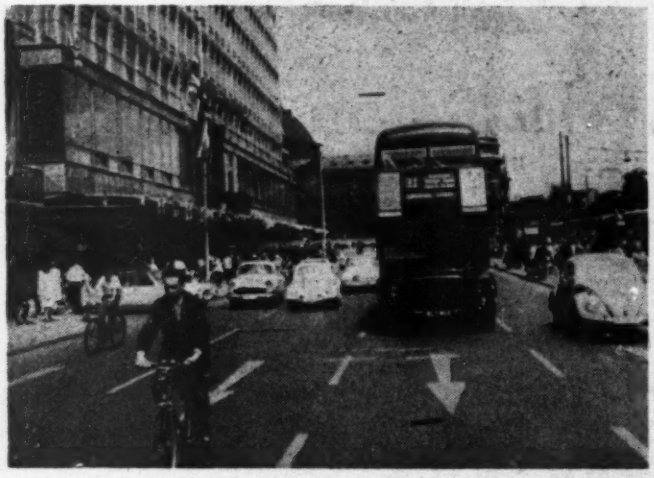
FRANKFURT: INTERNATIONAL TRADE FAIR FOR PERAMBULATORS, BABY GOODS, CHILDREN'S FURNITURE AND BASKET WARES – January 10-13, 1964.

* Apply, Messe und Austellungs – GMBH, 6 Frankfurt-am-Main.

Munich Transport and Communications Show

The International Exhibition of Transport and Communications is to be held in Munich from June 25 to October 3, 1965, not 1964, as stated on page 1102 of last week's *Board of Trade Journal.*

New Export Council For Europe Film



One of London Transport's buses in Munich during a 'British Week'. From the 'The Open Door' produced by the Rank Organization for the ECE.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council). The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

Lord Mayor's Show

One of the tableaux which formed the procession of the Lord Mayor of London's show which took place on November 9.

Looking overseas for your markets?

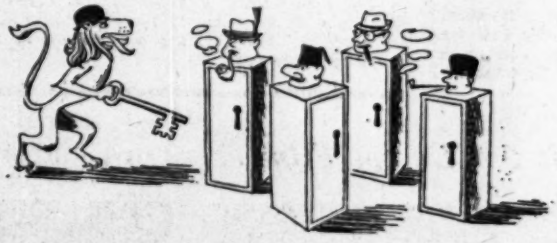
The Midland Bank can help you get down to business

Our Panel for Overseas Trade Development, comprising specialists in international trade, has been established specifically to help you develop markets abroad. If you are not sure how to begin or if you have export problems but don't know how they can be solved, come to the Midland Bank. You ask the questions, we will give the answers (if it is humanly possible) like this:

Q How can the Midland help me to select the best overseas markets?

A (i) By arranging for an experienced official to meet you and discuss your problems—at your own premises if you wish.

(ii) By giving you information about market conditions, opportunities and trends in countries throughout the world.



Q What are the best ways of selling my products overseas?

A (i) We can advise you on the methods most appropriate to your business.

(ii) We can seek agents or distributors to represent you abroad.

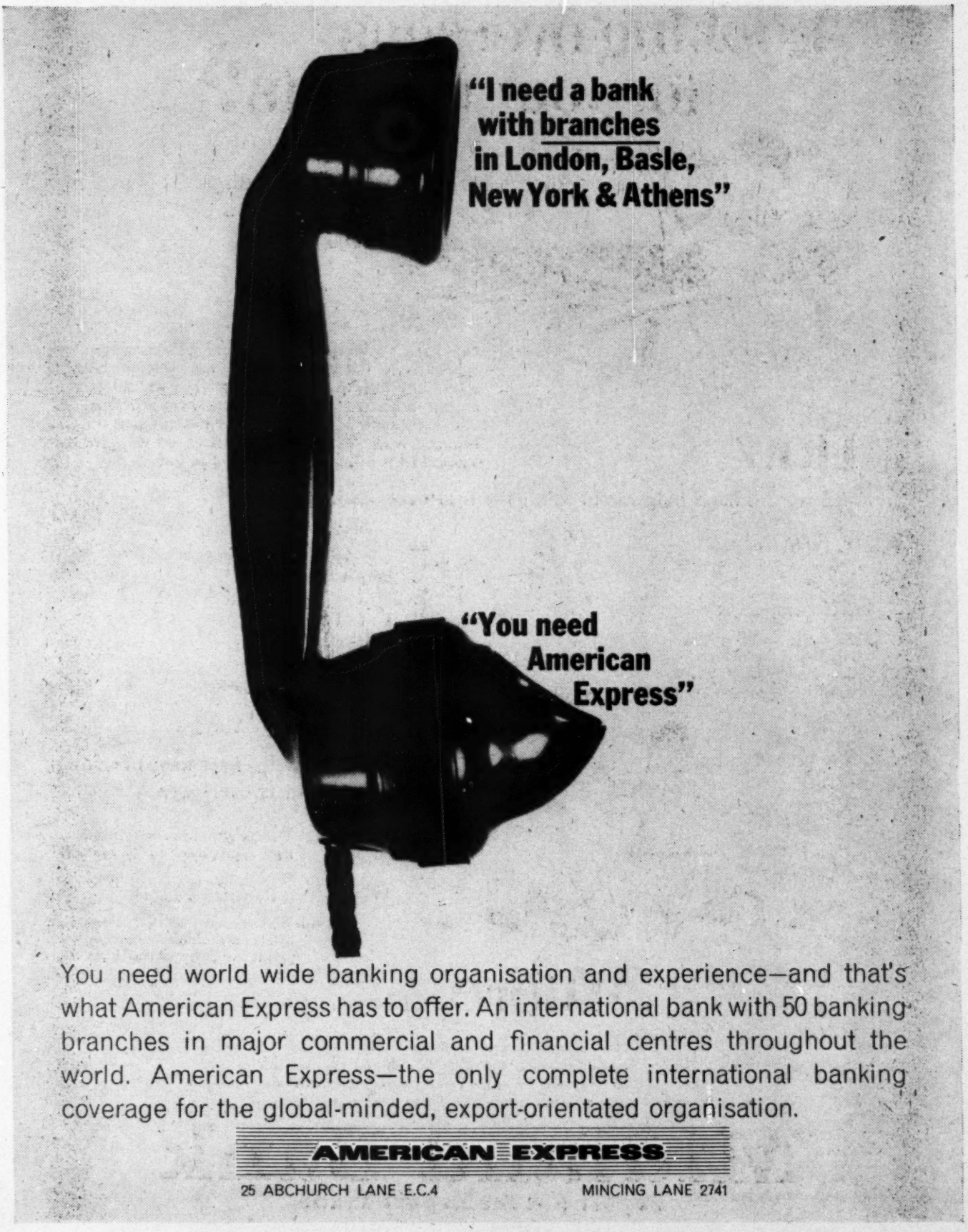
(iii) We can check the financial standing and creditworthiness of prospective agents and potential customers.

Q Where do I begin?

A Here. Telephone your local MIDLAND BANK branch manager, and tell him that you want to talk exports, or write to the Bank's Overseas Branch at 60 Gracechurch Street, London E.C.3.

Midland Bank

Expert Aid for Export Trade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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

West Germany — Gabon

AN AGREEMENT on financial aid was concluded in Bonn on October 31 between the Federal Republic of Germany and the Republic of Gabon. Under the terms of this agreement Gabon will be granted a loan of DM. 10,000,000 to finance a road building project of importance for the transport of timber.

Cotton Board mission to Denmark and Norway

THE REPORT of the Cotton Board mission which visited Denmark and Norway in September/October 1963 is being circulated to firms in the industry likely to be interested in these markets. This was the sixth in the series of missions designed to study the markets for the products of the United Kingdom cotton and man-made fibres industry in Europe.

The report states that British prices, especially with the substantial and progressive reduction of EFTA duties and the hardening of Continental prices, were already far more competitive than they were, and given the will to go after it the mission is convinced that there is substantial business to be won in every field where quality, style and inventiveness count. Their report gives detailed information about the opportunities in various classes of goods.

No complaints were made of British deliveries, but the mission stressed the importance of British firms devoting attention to wholesale and retail outlets in the provinces (particularly, for example, in Jutland), as well as in the capital cities.

The mission also stressed that successful exporting would require not only an attempt to sell the types of goods which are at present produced for the U.K. market, but also a determined effort to vary these ranges and the production which backs them in order to take account of the requirements of Continental styles and colourings. If this was done the mission were convinced that trade at present in the hands of European countries could be won back by vigorous sales campaigns and strong representation in the various markets.

List of British Commercial Representatives Overseas

THE FOLLOWING amendments and additions should be made to the list of British Commercial Representatives Overseas published in the *Board of Trade Journal* of October 11:

AUSTRALIA
Melbourne – Mr. S. C. Stout has replaced Mr. J. W. Stoodley as the Principal British Trade Commissioner, Melbourne.

CANADA
Vancouver – Mr. N. S. Belam has replaced Mr. W. K. Ward as the Principal British Trade Commissioner, Vancouver.

CAMEROON, FEDERAL REPUBLIC OF
Duala – Delete THE FEDERATED STATE OF EAST CAMEROON – DUALA (V.C.) – Mr. L. E. Sturmey, Rue Joffre and Rue Castlenau, B.P. 4031, DUALA. (Tel. 46-27).

HONG KONG
Hong Kong – Mr. G. W. Marshall has taken up his appointment as the British Trade Commissioner in Hong Kong.

ITALY
Milan – Amend the initials of Mr. Maxwell, H.M. Consul (Commercial) to read Mr. W. N. R. Maxwell.

MALAYSIA
Jesselton – The telephone number of the Trade Commissioner is 4233.

MOROCCO
Tangier – Delete 'Mr. L. A. P. Barker, M.B.E., H.M. Consul' and insert Mr. J. G. W. Ramage, H.M. Consul-General.

Anglo-Japanese trade directory

IN RESPONSE to many requests, the Anglo-Japanese Economic Institute is preparing a supplement to its widely-distributed 1962 Trade Directory. This will contain the names of many additional Japanese companies, as well as a further list of British manufacturers and importers-exporters trading with Japan. British firms desiring to be included in the supplement should write to the Anglo-Japanese Economic Institute, 334, Grand Buildings, Trafalgar Square, London, W.C.2, immediately, giving name, address, telephone number, telex, cable address; nature of business with Japan; any agency held for sale of Japanese products in U.K.; names of their Japanese agents or representatives. There is no charge for entries.

It is regretted that only *essential additional information* can be included in the supplement about firms already mentioned in the 1962 Trade Directory.

Hints to businessmen visiting Cuba, Nigeria and Thailand

REVISED EDITIONS of the booklets on CUBA, NIGERIA and THAILAND have been published in the series of 'Hints to Businessmen'. British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2928), or to any Regional Office of the Board of Trade, or **on personal application** to Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be adressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

ARGENTINA

Construction of Concrete Wharf for Argentine National Directorate of Port Works and Navigable Waterways. Closing date postponed to January 8, 1964. E.S.B. 30664/64.

AUSTRALIA

Building Construction for National Capital Development Commission. (Further Information.) E.S.B. 34182/63.

Data Processing Equipment for Victoria Railways. February 26, 1964. E.S.B. 25010/63.*

Paper for Commonwealth Stores Supply and Tender Board, Melbourne. December 10. E.S.B. 35579/63.*

Reservoir Plant for Metropolitan Water, Sewerage and Drainage Board, New South Wales. December 3. E.S.B. 34724/63.

Postmaster-General's Department:

Exchange and Sub-station Maintenance Tools and Equipment. (Further Information.) E.S.B. 32668/63.*

Hand Tools (Further Information.) E.S.B. 34398/63.*

The State Electricity Commission of Queensland:

Air Conditioning Plant. December 4. E.S.B. 35012/63.*

Air Conditioning Plant. December 4. E.S.B. 35508/63.*

Air Conditioning Plant. December 4. E.S.B. 35509/63.*

Air Conditioning Plant. December 4. E.S.B. 35510/63.*

BELGIUM

Road Tunnel Construction Project for City of Antwerp Harbour Authority. January 30, 1964. E.S.B. 35808/63.*

BURMA

Abrasive Paper (Waterproof) for Engineering Industry Project. December 2. E.S.B. 35801/63.*

Ferro Manganese for Industrial Development Corporation. December 16. E.S.B. 34720/63.*

Vacuum Brake Equipment for Burma Railways Board. January 5, 1964. E.S.B. 35560/63.*

Civil Stores Committee:

Hand Tools. December 24. E.S.B. 35596/63.*

Extractor Tools. December 24. E.S.B. 35597/63.*

Hand Tools. December 24. E.S.B. 35598/63.*

Expander Tubes. December 24. E.S.B. 35599/63.*

Hang Tools. December 24. E.S.B. 35600/63.*

Drain Cleaning Rods December 5. E.S.B. 34718/63.*

Pipe Stone-Ware. December 5. E.S.B. 34719/63.*

Yarn. December 6. E.S.B. 35501/63.*

Galvanized Wire. December 19. E.S.B. 35506/63.*

Paint Materials. December 19. E.S.B. 35507/63.*

Wire-Galvanized and Brass Gauge. December 18. E.S.B. 35511/63.*

Wheelbarrows, Spades December 18. E.S.B. 35512/63.*

Hand Tools, Lathe Parts. December 18. E.S.B. 35558/63.*

Steel Rules and Tapes. December 19. E.S.B. 35559/63.*

Glass. December 19. E.S.B. 35572/63.*

C.I. Pipes. December 19. E.S.B. 35573/63.*

Ships' Chain Cable. December 18. E.S.B. 35574/63.*

Brushes December 19. E.S.B. 35803/63.*

Steel Plates, Flats and Channels. December 19. E.S.B. 35804/63.*

Fire Fighting Equipment. December 19. E.S.B. 25805/63.*

Valves. December 19. E.S.B. 35802/63.*

Toilet Preparations and Requisites. (Firms who made bids for this tender are now required to make their offers firm up to December 31.) E.S.B. 26419/63.*

CANADA

Manitoba Hydro:

Power Transformers. December 3. E.S.B. 35058/63.*

Transformers. December 3. E.S.B. 35557/63.*

CEYLON

Galvanized Iron Sheets for Ceylon Transport Board. December 11. E.S.B. 35590/63.

Vehicles for Public Works Department. December 11. E.S.B. 35842/63.*

Ministry of Finance:

Gum Boots. Tender documents now available. E.S.B. 34376/63.*

Caps, Peaked. Tender documents now available. E.S.B. 34375/63.*

Eastern Paper Mills Corporation:

Soda Ash. December 10. E.S.B. 35849/63.*

Aluminium Sulphate. December 10. E.S.B. 35848/63.*

CHILE

Tunnel Construction Project for Ministerio de Obras Publicas (Prequalification Information.) December 16. E.S.B. 35495/63.*

COLOMBO

Crown Corks for Milk Board. (Further Information.) Tender documents now available. E.S.B. 34326/63.*

CYPRUS

Airport Terminal Construction for Public Works Department. Apply before December 14. E.S.B. 32739/63.

Sub-Station Equipment for Electricity Authority of Cyprus. (Further Information.) E.S.B. 32259/63.*

EGYPT

Mechanization of Post Office Sorting Offices for Ministry of Communications. (Further Information.) E.S.B. 27823/63.

Synthetic Fibre Plant for Purchases Department. April 1, 1964. E.S.B. 35006/63.*

ETHIOPIA

Transformers for Ethiopian Electric Light and Power Authority. December 30. E.S.B. 35007/63.*

FORMOSA

Central Trust of China:

Bentonite. (Further Information.) E.S.B. 31429/63.*

Pipe Fittings. December 3. E.S.B. 35581/63.*.

Bauxite. December 3. E.S.B. 35847/63.*

Meters. December 2. E.S.B. 35586/63.*

Meter Sockets. December 5. E.S.B. 35851/63.*

Raw Materials of Paints and Lacquers. December 16. E.S.B. 34731/63.*

Alkaline Battery Units: Oil Tester Set. December 3. E.S.B. 35063/63.*

S.S. Plates, Pipes and Rods. December 4. E.S.B. 35584/63.*

FRANCE

Hospital Construction Project for Service Des Travaux de L'Assistance Publique. December 16. E.S.B. 34726/63.*

School Construction Project for La Prefecture de L'Yonne. December 16. E.S.B. 34725/63.

Supreme Headquarters Allied Powers, Europe:

Cellulose and Masking Tape. December 9. E.S.B. 35555/63.*

Lamps and Starters. December 13. E.S.B. 35578/63.*

GREECE

Telephone Communication System for Civil Aviation Administration. (Further Information.) E.S.B. 34506/63.*

Hellenic State Railways:

Carbon Brushes. December 6. E.S.B. 35576/63.*

Electric Lamps. December 6. E.S.B. 35513/63.*

Ministry of Trade:

Casings and Drill Pipes. December 20. E.S.B. 34727/63.*

Vehicles. December 16. E.S.B. 35008/63.*

Paper. December 9. E.S.B. 35009/63.*

INDIA

Brick-making Plants for Government of West Bengal. Closing date postponed to December 5. E.S.B. 27806/63.*

Diamond Drill and Casing Bits for U.P. Irrigation Department. December 2. E.S.B. 34798/63.

Cable for Beas Dam Project, Procurement Circle, Talwara Township. December 18. E.S.B. 34795/63.

Conductors for Gujarat Electricity Board. (Further Information.) Tender documents now available. E.S.B. 34085/63.*

Dam Construction Project for Rana Pratap Sagar and Kota Dams. (Further Information.) Tender documents now available. E.S.B. 33103/63.*

Dairy Equipment for Directorate of Dairy Development Department. February 15, 1964. E.S.B. 35088/63.*

Electrolyte Solid for Supplies and Disposal Directorate, New Delhi. December 5. E.S.B. 34799/63.*

No. 1 of a series

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Embossing Machine for Southern Railway. December 5. E.S.B. 35554/63.*
Machine Tools for Controller of Stores. December 5. E.S.B. 35556/63.*
Miscellaneous Fittings and Equipment for Power Station for Damodar Valley Corporation. Closing date postponed to December 5. E.S.B. 26749/63.*
Railway Automatic Signalling for South Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 33698/63.*
Sub-station Equipment for Rajasthan State Electricity Board. (Further Information). Closing date postponed to December 16. E.S.B. 31460/63.
Transformers for Koyna Hydro Electric Project. (Further Information.) Tender documents now available. E.S.B. 34007/63.*
Transformers; Switchgear; Cable for Mysore State Electricity Board. Closing date postponed to December 30. E.S.B. 33795/63.*
Transformers and Switchgear for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 32333/63.*
Transmission Line Equipment for Madras State Electricity Board. December 11. E.S.B. 35087/63.*
Water Supply Project for Public Health Works Division, Sholapur. January 16, 1964. E.S.B. 35537/63.
Equipment for Malleable Iron Foundry for Bihar State Industrial Development Corporation Ltd. January 3, 1964. E.S.B. 35875/63.*
Bihar State Electricity Board, Patna:
Lightning Arresters. Closing date postponed to December 6. E.S.B. 31497/63.
Transformers. December 13. E.S.B. 33764/63.*
U.P. Electricity Board:
Construction of Thermal Station. (Further Information.) E.S.B. 32302/63.
Lightning Arresters. January 15, 1964. E.S.B. 34797/63.
Switchboard. (Further Information.) Tender documents now available. E.S.B. 33710/63.*
Atomic Energy Establishment, Trombay:
Transformer-Rectifier Set. December 14. E.S.B. 35512/63.
Steel Rods. December 12. E.S.B. 35543/63.
Capacitor Winding Machine. December 3. E.S.B. 35540/63.
Transformers. December 2. E.S.B. 35539/63.*
Procurement Circle, Talwara Township:
Air-Conditioning Plant. December 27. E.S.B. 35921/63.
Cameras. December 6. E.S.B. 35581/63.
Saw Sharpening Machine. February 14, 1964. E.S.B. 35083/63.*
Lathe. January 27, 1964. E.S.B. 35082/63.
Semi-trailers. (Further Information.) Tender documents now available. E.S.B. 32282/63.*

IRAQ

Desk Telephone Instruments and Batteries for Iraqi Ports Administration. (Further Information.) Tender documents now available. E.S.B. 34527/63.*
Electronic Test Equipment for D.G. of Civil Aviations. (Further Information.) Tender documents now available. E.S.B. 34542/63.*
Erection of Sub-stations for the Ministry of Industry. March 3, 1964. E.S.B. 35547/63.
Film for Ministry of Finance. December 29. E.S.B. 35086/63.
Ministry of Health:
Refrigerators. January 5, 1964. E.S.B. 35536/63.
Water Coolers. January 1, 1964. E.S.B. 35546/63.
Ministry of Defence:
Tools. (Further Information.) Tender documents now available. E.S.B. 34539/63.*
Drugs and Medicines. (Further Information.) Tender documents now available. E.S.B. 34540/63.*
Ministry of Municipal and Village Affairs:
Electrical Sets. December 28. E.S.B. 35084/63.
Electrical Sets. December 14. E.S.B. 35094/63.
Electrical Sets. December 28. E.S.B. 35095/63.
Electrical Sets. December 21. E.S.B. 35092/63.
Removal and re-erection of Electrical Equipment. December 21. E.S.B. 35093/63.

JORDAN

Transmission Line for Adloun District Electricity Co. (Further Information.) Closing date postponed to January 1, 1964. E.S.B. 30989/63.

KUWAIT

Military Uniforms for Ministry of Defence. December 4. E.S.B. 35810/63.
Paint; Traffic Control Equipment; Vehicle Testing Equipment; Drivers' Testing Equipment for Ministry of Interior. December 10. E.S.B. 35822/63.
Ministry of Electricity and Water:
Diesel Alternator. December 18. E.S.B. 34789/63.*
Refrigerants. December 8. E.S.B. 35823/63.*

NETHERLANDS

Road Hardening; Bridge Construction for Directorate of Waterways. (Advance Information.) December 10. E.S.B. 35809/63.

NEW ZEALAND

Calendar Sheeting and Packing Flannel for Ministry of Works. December 13. E.S.B. 35527/63.*
Crockery for North Canterbury Hospital Board. December 11. E.S.B. 35881/63.*
Railway Wagon Bodies for New Zealand Railways. January 22, 1964. E.S.B. 35526/63.*

PAKISTAN

Grinding Wheels and Abrasives for Pakistan Western Railway. December 3. E.S.B. 35837/63.*
Air-Conditioning Equipment for Telegraph and Telephone Directorate, Karachi. December 18. E.S.B. 35534/63.
Repair Shop Machinery for Karachi Port Trust. December 3. E.S.B. 35535/63.
Investment Promotion and Supplies Department:
Compressors December 11. E.S.B. 35079/63.
Tractor with Bulldozer. December 9. E.S.B. 35077/63.
Surfacing and Polishing Machines. December 5. E.S.B. 35075/63.
Road-Making Equipment. December 7. E.S.B. 35076/63.
Track-Tipping. December 10. E.S.B. 35078/63.*
Laboratory Equipment. December 2. E.S.B. 35531/63.
Directorate of Supply:
Double Vibratory Roller. December 10. E.S.B. 35051/63.
Road Rollers. December 2. E.S.B. 35048/63.*
Fire Fighting Equipment. December 6. E.S.B. 35053/63.*
Road Rollers. December 5. E.S.B. 35049/63.*
Vehicles. December 4. E.S.B. 35016/63.*
Road Rollers. December 4. E.S.B. 35019/63.*
Vehicles. December 2. E.S.B. 35018/63.*
Crank Shaft Straightening Press. December 11. E.S.B. 35017/63.*
Jeep-Type Vehicle. December 3. E.S.B. 34800/63.*
Road Roller. December 2. E.S.B. 35021/63.*
Dental Surgery Apparatus. December 19. E.S.B. 35022/63.*
Slotting Machine. December 12. E.S.B. 35023/63.*
Drugs and Medicines. December 4. E.S.B. 35025/63.*
Vehicles. December 2. E.S.B. 35033/63.*
Separator. December 2. E.S.B. 35046/63.*
Testing Equipment. December 5. E.S.B. 34390/63.
Diesel and Petrol Engines; Pumps. December 3. E.S.B. 35057/63.*
Sanitary Ware. December 5. E.S.B. 35055/63.*
Motorized Truck. December 5. E.S.B. 35054/63.*
Hospital Equipment. December 9. E.S.B. 35056/63.*
Draglines. December 10. E.S.B. 35050/63.*
Dairy Farm Machinery and Equipment; Bottling Plant. December 2. E.S.B. 35047/63.*

PORTUGUESE EAST AFRICA

Railways and Transport Department:
Electrical Equipment. December 6. E.S.B. 35814/63.
Electrical Equipment. December 12. E.S.B. 35815/63.

PORTUGUESE WEST AFRICA

Alumina Sulphate for Water and Electricity Board. December 19. E.S.B. 35820/63.
Drilling Equipment for Geology and Mines Department. December 2. E.S.B. 35817/63.
Civil Aviation Department:
Electrical Equipment. December 10. E.S.B. 35819/63.
Electricity Generating Groups. December 10. E.S.B. 35818/63.

RHODESIA AND NYASALAND

Dental Anaesthetic Cartridges for Federal Ministry of Health. December 6. E.S.B. 35860/63.*

SALVADOR

Proveeduria General de la Republica:
Zinc Oxide. December 17. Tender documents in Spanish available. E.S.B. 35833/63.*
Carbon Paper. December 16. Tender documents in Spanish available. E.S.B. 35829/63.*
Chemicals. December 13. Tender documents in Spanish available. E.S.B. 35827/63.*
Printers' Ink. December 16. Tender documents in Spanish available. E.S.B. 35828/63.*
Gel Aluminium and Magnesium Hydroxide. December 13. Tender documents in Spanish available. E.S.B. 35826/63.*
Pure talc Acetyl-Salicyclic Acid. December 12. Tender documents in Spanish available. E.S.B. 35825/63.*

SOUTH AFRICA

Electrical Metering Equipment for Stellenbosch Municipality. January 10, 1964. E.S.B. 35834/63.*
Textiles (Bunting) for Controller of Stores. December 9. E.S.B. 35545/63.*
Tape Measures for Cape Provincial Administration. December 9. E.S.B. 35544/63.*
Drugs; Pharmaceuticals and Chemists' Sundries for South African Railways and Harbours Sick Fund. January 17, 1964. E.S.B. 35061/61.*
South African Railways:
Electric Lamps. December 6. E.S.B. 35059/63.*
Laboratory Equipment. December 5. E.S.B. 35074/63.*
State Tender Board:
Concrete Mixers; Dumpers; Tractors and Trailers. (December 6. E.S.B. 35550/63.*
Tractors and Attachments. December 6. E.S.B. 35549/63.*
Analytical Balances. December 4. E.S.B. 35542/63.*
Centrifuge Accessories. December 5. E.S.B. 35553/63.*
Incubator. December 5. E.S.B. 35552/63.*
Medical Equipment. December 6. E.S.B. 35561/63.*
Radio Test Equipment. December 17. E.S.B. 35230/63.*
Scales and Balances. December 5. E.S.B. 35072/63.*
Fishing Jars; Drilling Bit Bodies. December 5. E.S.B. 35073/63.*
Outdoor Isolators. December 5. E.S.B. 35071/63.*
Trenching and Loading Machines. December 4. E.S.B. 35807/63.*
Lifting Units. December 11. E.S.B. 35832/63.*
Pumps and Engine Sets. December 11. E.S.B. 35831/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Photo-Copying Equipment. December 13. E.S.B. 35523/63.*
Alloys. December 11. E.S.B. 35522/63.*
Inner Casings; Well Screens. December 11. E.S.B. 35521/63.*
Vehicle. December 13. E.S.B. 35525/63.*
Brick and Tile-Making Machinery. December 13. E.S.B. 35524/63.*

SPAIN

Hole Diggers; Clamshell Buckets for Ministry of Public Works. (Further Information.) December 6. E.S.B. 34359/63.

SUDAN

Rubber Hose for Sudan Gezira Board. December 15. E.S.B. 35564/63.*
Pumping Unit for Sudan Railways. December 11. E.S.B. 35566/63.*
Controller of Stores:
Grinding Machine. December 18. E.S.B. 35567/63.*
Carriage and Wagon Underframes. January 8, 1964. E.S.B. 35080/63.*

SYRIA

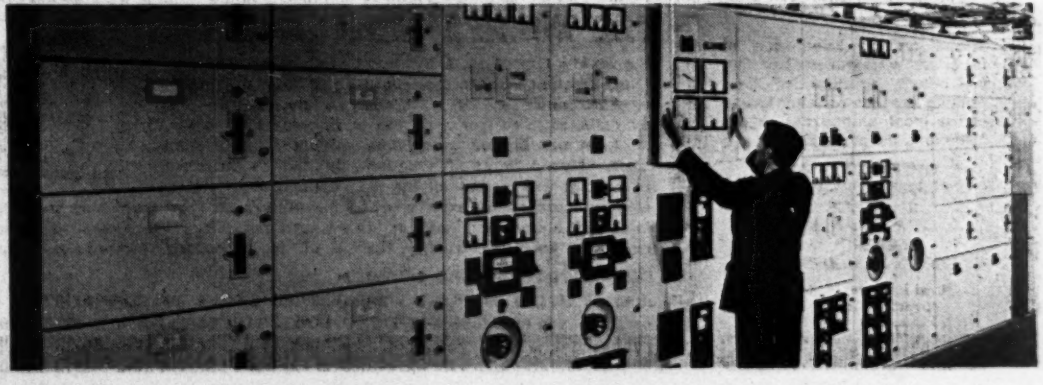
Hospital Equipment for Ministry of Health. (Advance Information.) E.S.B. 29213/63.
Irrigation Project for the Organization for Major Projects. December 15. E.S.B. 35438/63.

TANGANYIKA

Central Tender Board:
Sulphate of Alumina. December 6. E.S.B. 35845/63.
Air Conditioners. December 20. E.S.B. 35846/63.

Switchboards for Abu Dhabi

One of two 450-volt switchboards being supplied by the English Electric Co. Ltd. to the Abu Dhabi Petroleum Co. Ltd. The switchboards include control excitation for nine gas turbines (three of which are yet to be installed) driving 300 kW alternators.



THAILAND

Aluminium Conductor for The Provincial Electricity Authority. December 4. E.S.B. 35520/63.

Insecticide for Thailand Tobacco Monopoly. December 4. E.S.B. 35517/63.

Paint Thinner for The Directorate of Air Engineering. December 20. E.S.B. 35518/63.

TURKEY

Divan Apparatus for Turkish Maritime Bank. December 10. E.S.B.35844/63.*

Electrical Installations for Bank of the Provinces. December 30. E.S.B. 34791/63.*

Electric Motors for Cement Industries Corporation. December 9. E.S.B. 34790/63.*

UNITED STATES OF AMERICA

Bonneville Power Administration:

Conductor and Accessories. December 4. E.S.B. 35813/63.*

Sub-station Steel. December 3. E.S.B. 35812/63.*

URUGUAY

Glass Manufactures for Administration DeFerrocarriles del Estado. December 30. E.S.B. 34792/63.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)
N.A.T.O. infrastructure - contract awards. (G.D. 2408/62.)

Australia
Agency inquiry for art metal goods; fancy goods; table lamp bases. (E.S.B. 35305/63.)
Agency inquiry for woollen fabrics. (E.S.B. 26170/63.)
Inquiry for diesel engines; electric motors and alternators. (E.S.B. 35251/63.)
Inquiry for plough disc plates. (E.S.B. 15531/63.)
British exhibition. (E.S.B. 34835/63.)

Belgium
Agency inquiry for aerosol containers and valves; glass bottles; plastics containers, packaging materials. (E.S.B. 35218/63.)
Agency inquiry for foundry materials; refractory products and materials for cement works. (E.S.B. 5865/63.)

Canada
Agency inquiry for camping equipment; sporting goods; toys. (E.S.B. 35151/63.)
Agency inquiry for engineering supplies; mining exploration equipment; microfilm equipment. (E.S.B. 33457/63.)
Inquiry for refrigerator units. (E.S.B. 35117/63.)
Inquiry for textile machinery. (E.S.B. 34663/63.)

Chile
Survey of the Chilean Ten-Year Plan. (C.R.E. 3793/G.)

Cuba
Inquiry for reconstruction equipment. (E.S.B 35985/63.)

Egypt
Inquiry for steel metal stitcher. (E.S.B. 34954/63.)

Finland
Economic report, September 1963. (C.R.E. 384/63.)

France
Agency inquiry for builders' hardware; shutters. (E.S.B. 34948/63.)
Agency inquiry for refuse disposal equipment. (E.S.B. 35499/63.)
Agency inquiry for agricultural machinery. (E.S.B. 35110/63.)
Manufacture under licence - engineering products. (E.S.B. 34933/63.)
Report on a visit to part of Franche-Comte. (E.S.B. 35401/63.)

Germany (Federal Republic of)
Agency inquiry for yarns. (E.S.B. 35147/63.)
Agency inquiry for electrical and electronic control equipment; instruments. (E.S.B. 35723/63.)
Agency inquiry for confectionery. (E.S.B. 35168/63.)
Agency inquiry for office machinery and equipment. (E.S.B. 35701/63.)
Inquiry for jigging machines for sifting. (E.S.B. 35173/63.)
Inquiry for canned foodstuffs (E.S.B. 35108/63.)
Inquiry for paint and varnish raw materials. (E.S.B. 35097/63.)
Economic report, November 4-10, 1963. (C.R.E. 1479/G.)

Ghana
Agency inquiry for poultry houses and equipment. (E.S.B. 35331/63.)

Guinea (Republic of)
Trade and Investment prospects. (C.R.E. 3996/G.)

India
Inquiry for high tensile steel bolts. (E.S.B. 34443/63.)

Indonesia
Commercial Department information. (C.R.E. 1085/63.)

Iraq
Agency inquiry for drugs; dental equipment; laboratory equipment; scientific instruments. (E.S.B. 35684/63.)
Agency inquiry for air compressors. (E.S.B. 35721/63.)
Inquiry for fair-ground equipment. (E.S.B. 35123/63.)

Israel
Inquiry for can making machinery; metal containers. (E.S.B. 35246/63.)

Italy
Agency inquiry for fork lift trucks. (E.S.B. 35497/63.)
Industrial notes. (E.S.B. 15233/63.)

Kenya
Agency inquiry for technical books. (E.S.B. 34970/63.)
Inquiry for chemicals for leather and textile industries. (E.S.B. 35434/63.)

Malaysia
Agency inquiry for cutlery; domestic hardware; hollowware. (E.S.B. 31341/63.)
Agency inquiry for electrical accessories. (E.S.B. 35118/63.)
Agency inquiry for electrical domestic appliances; general sundries; provisions; textiles. (E.S.B. 34850/63.
Inquiry for advertising gift items. (E.S.B. 35630/63.)

Netherlands
Inquiry for automation machinery; electrical equipment; machinery and plant; metals. (E.S.B. 35420/63.)

New Zealand
Agency inquiry for building materials; hardware; radio and T.V. sets; electrical domestic appliances; marine equipment; provisions; machinery. (E.S.B. 35772/63.)
Inquiry for glassware. (E.S.B. 35686/63.)

Norway
Economic report, September 1963. (C.R.E. 2995/63.)

Portugal
Agency inquiry for photo-copying machines. (E.S.B. 35466/63.)
Market report on the poultry industry. (E.S.B. 31945/63.)

Qatar
Economic report, July-September 1963. (C.R.E. 4616/G/2.)

Saudi Arabia
Inquiry for agricultural tractors. (E.S.B. 34614/63.)

South Africa
Agency inquiry for cabinet hardware; electrical accessories; handbag and footwear materials; moleskins; packaging materials; paints; raw materials; spring wire; veneers. (E.S.B. 35271/63.)
Inquiry for latex rolls. (E.S.B. 24924/63.)
Inquiry for machine tools; oil burners. (E.S.B. 35946/63.)
Inquiry for textiles. (E.S.B. 35229/63.)

Spain
Economic report, September 1963. (C.R.E. 2450/63.)

Switzerland
Agency inquiry for piece-goods. (E.S.B. 35415/63.)
Inquiry for steel. (E.S.B. 35134/63.)
Inquiry for hydraulic jacks. (E.S.B. 35340/63.)
Inquiry for ceramic rods. (E.S.B. (34934/63.)

Syria
Inquiry for visual aids for vocational training. (E.S.B. 35300/63.)

Thailand
Agency inquiry for building materials. (E.S.B. 35707/63.)
Estimated purchase requirements. (E.S.B. 35636/63.)

The Ivory Coast, Dahomey, Niger and Upper Volta
Market report on new opportunities in these States for United Kingdom exports. (E.S.B. 22980/63.)

Trinidad and Tobago
Economic report, July-September 1963. (C.R.E. 4000/G.)

United States of America
Agency inquiry for biscuits; confectionery. (E.S.B. 2221/63.)
Inquiry for machinery and plant, spares and components. (E.S.B. 34996/63.)
Inquiry for steel tubing. (E.S.B. 35728/63.)
Inquiry for treacle; flour. (E.S.B. 35273/63.)
Market report on domestic electrical equipment. (E.S.B. 26369/63.)
Trade shows in Chicago to be visited by an Officer of the British Consulate-General, Chicago. (E.S.B. 21566/62.)

Venezuela
Inquiry for tar oils. (E.S.B. 35280/63.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.*

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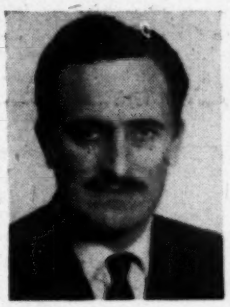
Export tours of U.K. businessmen

The United Kingdom businessmen listed below are among those who will be calling at H.M. Government's overseas posts during their current visits to export markets. Overseas officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London E.C.4. At the same time they are invited to send advance details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Northern European sales tour

Mr. G. R. Gosheron, director, and Mr. C. E. Doughty, sales manager of John Gosheron and Co. Ltd., London, are travelling to Oslo on December 3 on the start of a tour during which they will promote the export sales of the firm's products to Scandinavia and Northern Europe. The company are suppliers of industrial tapes, self-adhesive tapes, printed tapes and tape dispensers. Mr. Gosheron and Mr. Doughty will visit Oslo, Gothenburg, Hamburg, Dusseldorf, Amsterdam and Brussels.

British precision engineering tools in Europe



Mr. C. N. Parish, senior overseas representative of British Engineers' Small Tools and Equipment Co. Ltd., London, is making a tour of Austria and Switzerland from November 18 to December 13. The company is an export organization for a number of manufacturers of precision engineering equipment and Mr. Parish will be visiting existing agents and potential agents for unrepresented members of the group. Another member of the company, Mr. W. H. Dothie, overseas representative, is making a similar trip to Western Germany during the same period.

Bristol sherry for West Africa

Mr. P. J. M. Hunnings, general manager of Harveys of Bristol (Overseas) Ltd., London, arrived in Lagos on November 17 to start a tour of West Africa during which he will promote the sales of Harveys' sherries and ports and other wines and spirits handled by the company. Mr. Hunnings is expected to return to the United Kingdom on December 7, via Las Palmas and Madrid.

Modernising Saudi Arabia's telecommunications

Mr. N. G. Palfremann and Mr. A. F. Foster, both senior sales engineers of Ericsson Telephones Ltd., London, have recently returned from a visit to Saudi Arabia. While there they investigated a scheme for the modernization of the country's telecommunications system.

Canadian tour

Mr. Harry Smith chairman of British Ropes Ltd., Doncaster, returned to the United Kingdom on November 18 after a 10-day visit to Montreal and Toronto. During this visit he held discussions with the management of Wire Rope Industries of Canada Ltd., of which he is a director, and its subsidiaries. Since January 1 of this year, Mr. Smith has visited Belgium, the U.S.A. (twice) and Mexico, Canada and South Africa.

Steel buildings director in Africa

Mr. P. I. Riley, export director of Conder Engineering Co. Ltd., Winchester, is leaving the United Kingdom on November 16 to visit Ethiopia, Kenya, Uganda and Tanganyika. The object of his visit is to promote the sale of Conder standard and 'tailor-made' buildings in steel. Conder Engineering already have a large export trade with the West Indies, the Middle and Far East, North and East Africa, and are actively seeking to expand their export trade in other territories.

EXPORT DRIVE

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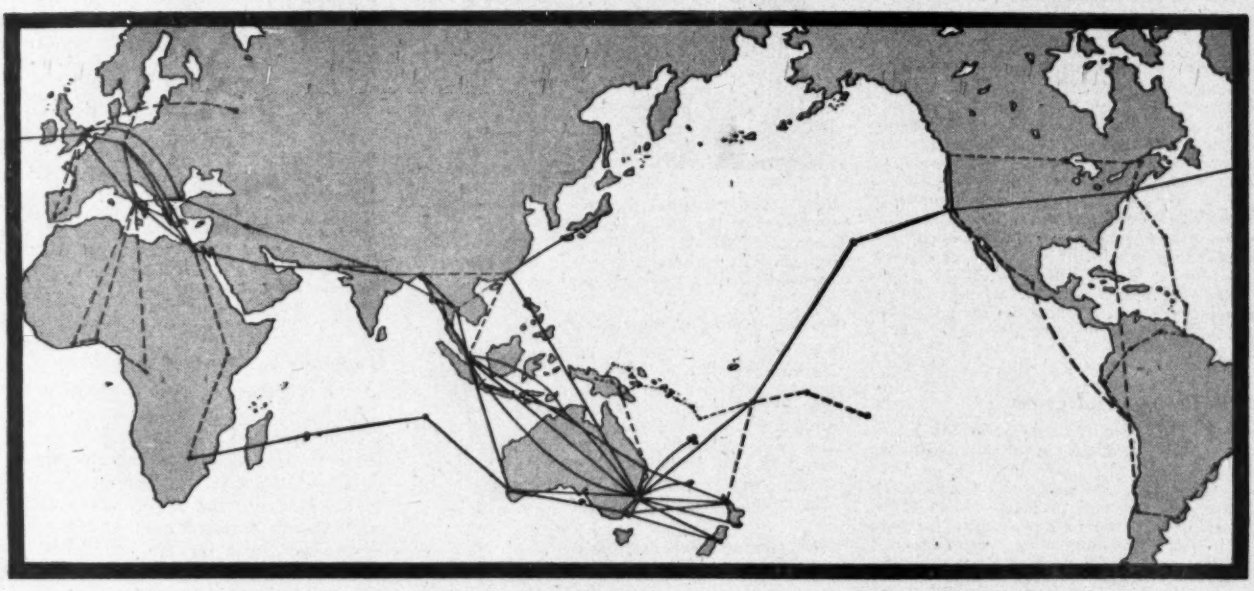

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CALCUTTA	LONDON	SYDNEY
CHRISTCHURCH	MANILA	TAHITI
COCOS ISLAND	MAURITIUS	TEHERAN
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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FINLAND

Restrictions on short term foreign credits

THE BANK OF FINLAND announced on September 20 that, with effect from that date, domestic sewing machines (tariff item 84.41.801) have been added to the list of goods for the free importation of which, credit terms are not allowed.

The original list of goods covered by these restrictions was announced on October 20, 1962 and an addition covering chassis and assemblies for building radio and television sets was announced on November 20, 1962.

The complete list now reads as follows:

Brussels Nomenclature Number	Goods
84.06	Boat engines
84.15	Refrigerators and deep freeze cabinets
84.18	Centrifugal clothes driers
84.40	Washing machines
84.41	Domestic sewing machines
85.06	Domestic electrical machinery
85.07	Electric razors and hair clippers
85.15	Radio and television receivers and chassis and assemblies for building radio and television sets
87.02	Passenger vehicles and station wagons
87.09	Motor cycles
90.07	Cameras
90.08	Cine-cameras, projectors
92.01	Pianos and grand pianos
92.11	Gramophones, dictaphones, tape recorders.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2368) quoting C.R.E. 13130/62.

ITALY

Temporary amendment to the general turnover tax

UNDER THE PROVISIONS of an Italian Ministerial Decree which came into operation on October 28, and which will continue in force until December 31 only, the rate of Turnover Tax due on a "once only" basis for petroleum spirit (Tariff Heading 2710A1) has been

Your firm's products . . .

Export Information

free

The Board of Trade's services for exporters can help you whether you are a newcomer planning your first venture into export markets or have been exporting for many years. There are Commercial Officers in every British Embassy and most Consulates throughout the world as well as Trade Commissioners in all Commonwealth countries. They keep the Board of Trade informed and assist exporters. For advice on export markets for YOUR products, finding agents, reports on traders, tariff and import regulations, business visits, and all help on how to export . . .

Get in touch with

EXPORT SERVICES BRANCH
BOARD OF TRADE

Hillgate House
35 Old Bailey, London E.C.4
Phone: CITy 5757

or any Regional Office of the Board of Trade or Ministry of Commerce, Northern Ireland

ITALY, continued

reduced from 5·9 per cent to 4·2 per cent. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

Reduction of frontier surtax on sugar and sugar products

UNDER THE PROVISIONS of the Italian Law No. 1180 of September 11, the manufacturing tax and the corresponding frontier surtax on sugar and sugar products have been fixed at the following rates:

	Rate of Tax lire per quintal
Sugar, first class	4,800
Sugar, second class	4,608
Sugar used in the preparation of fruit jams and juices and condensed milk, also for sweetened fruit pastes, fruit preserved in syrup, and sweet pickle or chutney:	
first class sugar	2,090
second class sugar	2,005
Solid glucose; maltose suitable for use as glucose	2,400
Liquid glucose ; maltose syrup suitable for use as glucose	1,200
Syrup of invert sugar (exc. that made from grapes or locust beans,) with a sugar content of not above 84 per cent	3,600
Syrup of invert sugar made from grapes or locust beans, with a sugar content not above 84 per cent	3,000
Invert sugar with a sugar content higher than 84 per cent laevulose	4,200
Molasses, of a coefficient of purity of less than 63 per cent, used for other than human consumption	Exempt
Ditto, destined for human consumption	2,305
Molasses destined for human consumption, without further transformation, must be packed in containers of not more than 1 kg., carrying the name and address of the firm and an indication of the quantity and quality of the contents.	
Glucose used in the preparation of pickles, chutney, etc:	
Solid form	1,045
Liquid form	525

All inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Room E 39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel City 5757, Ext. 449, 450).

EAST GERMANY

Patents legislation

A NOTICE about the new East German patents legislation was published in the *Board of Trade Journal* for November 8, page 1054. The second sentence in the first paragraph of this notice should read:

'New Patent Rules also came into force on August 1, replacing the Rules of September 1, 1962'.

IRISH REPUBLIC

Customs duty on wheat removed

THE DEPARTMENT OF AGRICULTURE in the Irish Republic has made the following announcement:

'The Government has made an Order entitled the Imposition of Duties (No. 138) (Wheat) Order, 1963, removing the Customs duty of £3. 10s. 0d. per ton on imported wheat, with effect from November 1, 1963, inclusive. This duty has been in operation from December 6, 1962, as part of the emergency arrangements made for the handling of the 1962 wheat crop. The purpose of the duty was to offset the cost to the Exchequer of those arrangements, to the extent that there were abnormal imports of foreign wheat in substitution for home-grown wheat'.

Turnover tax

AN ARTICLE ON the turnover tax in the Irish Republic by Mr. G. L. Pearson, British Trade Commissioner in Dublin, was published in the *Board of Trade Journal* (pages 921-922) on October 25.

The Revenue Commissioners of the Republic have published a Notice (No. 970) about the application of the turnover tax to imported goods. The text of their announcement about this Notice is as follows:

'The Turnover Tax which comes into operation on November 1, 1963, is chargeable on imported goods. Details of the tax on imports and the customs procedure to be followed are contained in Notice No. 970, copies of which may be obtained on application to any Customs House or to the Secretary, Revenue Commissioners, Dublin Castle, Dublin, 2. The Notice supplements the general information relating to imports contained in the Guide to the Turnover Tax and importers and their agents are advised in their own interests to make a careful study of the entry procedure, exemptions, etc., set out in the Notice.

'Special attention is drawn to the exemptions from tax for goods imported as stock-in-trade, etc., by persons registered for turnover tax purposes. To obtain the benefit of these exemptions the importer's tax registration number should be quoted on the relevant customs entry, or, in the case of taxable postal importations, on the customs declaration form. Registered importers who employ a Shipping Company or other customs clearance agent to enter goods for them are advised to notify their agents in writing of their tax registration number and, also, to authorise them to quote the number on customs entries for chargeable goods entitled to admission without payment of tax. In the case of postal importations, registered persons entitled to import goods tax-free should make arrangements with their suppliers to quote the tax registration number on the customs declaration form in addition to the usual particulars. Compliance with this requirement is most important as otherwise tax may be assessed on the parcel at importation.'

As well as giving detailed information on procedures the Notice

(1) defines the date of operation of the tax as follows:

> 'The tax is payable on imported goods which have not been reported and entered before the close of the official day on October 31, 1963, or which are delivered from warehouse on or after November 1, 1963'.

(2) lists the following exemptions and reliefs from the tax in addition to those listed in the *Board of Trade Journal* article referred to above:

(a) goods exempted from duty under the General Exemptions listed in the Tariff (temporary importation, transfer of residence, etc.).
(b) imports by post of less than £20 value.
(c) goods imported under duty-free licence.
(d) goods liable to specified minimal amounts of tax and duty.

The Revenue Commissioners have also issued Notice No. 974 announcing that the turnover tax is not chargeable on the following:

(A) Imported goods falling within the following tariff headings and sub-headings:

44.07	73.28 (A)	84.22	86.01 to 86.10 (incl.)
73.10	76.02	84.23	87.01
73.11	76.03	84.45	87.02 (C)
73.14	76.08 (C) (2) (a)	84.46	87.02 (D)
73.15	76.14 (A)	84.47	87.03
73.16	84.01	84.48	87.07
73.21 (B)	84.06	84.50	87.14 (A)
73.21 (F)	84.09	84.56	87.14 (B)
73.21 (G)	84.10	84.60	87.14 (C)
73.21 (H)	84.11	85.01	87.14 (E)
73.27 (A)	84.17	85.16	87.14 (K)

(B) Goods which are imported by a body corporate which establishes to the satisfaction of the Revenue Commissioners that its main activity consists in the transport of passengers or goods outside the State, provided the goods are imported for use in its business.

The Revenue Commissioner have also made regulations entitled 'Turnover Tax No. 2 Regulations, 1963' (S.I. No. 201 of 1963) which may be purchased from the Government Publications Sale Office, G.P.O. Arcade, Dublin, 1, or through booksellers (price 9d.). These Regulations, which came into force on November 1, refer to certain sales (relating to internal trade) which are described in the First Schedule to the Finance Act, 1963, as exempt, subject to limitations to be specified by regulation. The limitations in question are specified by these regulations.

Any inquiries on points of detail regarding the operation of the turnover tax should be adressed to the Secretary, Revenue Commissioners, Dublin Castle, Dublin, 2.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1 *(Tel. Trafalgar* 8855, *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT DECREES Nos. 6491, 6914 and 6915 of August 14, 1963 and 7562 of September 10, 1963 add the following items to the lists attached to Decree No. 5439/59:

Tariff No.	Item	List No.
	Decree No. 6491	
4319	A mixture of aniline red colouring matter (Imperial Red)	5
1915	Strips of emery cloth (strips of emery for separating(?))	5
4398	A powder comprising calcium carbonate, sodium metaphosphate, sodium borate and aluminium oxide ('Chombral')	5
4819	A paste comprising a base of synthetic resin (rosin modified with phenolic), vegetable oil, animal oil and manganese salts, mixed with petroleum hydrocarbons	5
4881	Paste composed of zirconium silicate, water and oil ('Terrapaint 50 Z')	5
4280	Phenindamine tartrate	2
4507	A powder with a hydrolytic action on pectin ('Enzymes Pectinol 10-M')	2
2109	A fine dark grey powder with small bright particles, with a basis of aluminium silicate and silicon carbide ('Diamant')	3
1617	Sheets of synthetic rubber with depressions on both sides in order to control the vibration of machinery and absorb impact and reduce noise	5
4377	A liquid with a base of benzene and a fatty substance with the characteristics of an unsaturated fatty acid ('Contra-sol')	4
4271	A mixture of potassium bromate and sodium chloride with hexamine ('Erka' Anti-flatus)	5
4760	A product in granules consisting of a support of an alkyl derivative of cellulose which has absorbed glycerol trinitrate ('trinitrine') (Nitroglyn)	3
4844	Phenethicillin potassium	5
4458	Azeotrope consisting of dichlorodifluoromethane (73·8%) and difluoroethane (26·2%) ('Carrene 500')	5
4271	A liquid consisting of a base of a solution of salts of zinc and barium (phosphate), unidentified phenolated and phosphorated organic compounds in organic solvents (esters of phthalic acid) ('Synpron 101')	5
4271	A liquid consisting of a solution of cadmium soaps in octyl alcohol ('Synpron 363')	5
4280	Oestradiol butyrylacetate	2
4280	Methyloestradiol	2
4280	Prednisolone 21-(sodium sulphate)	2
4280	17α-Ethynyl-3-methoxyoestra-1:3:5(10)-trien-17β-ol	2
4271	A white to cream powder constituting a synthetic resin resulting from the condensation of acrylic (propenoic) acid and hexa-1:5-diene ('Policarbofil')	2
4280	Thiethylperazine dimalate	2
4315	Cyclohexylamine	2
4280	Thiethylperazine dimalate	2
	Decree No. 6914	
4600	Powder with the characteristics of citric pectin (Citric pectin)	3
4704	Sheets consisting of mica and an organic compound with a basis of unidentified synthetic resins ('Samicanite')	3
4647	2-Ethyl-3-(4-hydroxy-3:5-di-iodobenzoyl)coumarone (Iodobenzoyl coumarone)	2
4280	Biperiden ('Akineton base')	2
4280	1-Methyl-4-piperidyl 3-methyl-2-phenylvalerate ('Lispafena base')	2
4563	Liquid with the characteristics of a vegetable aqueous extract, containing vitamins of group B and principles of jaborandi (of which 0·5% are of the alkaloids pilocarpine, isopilocarpine, pilocarpidine, jaborine, jaboridine, jaboric acid and pilocarpic acid ('Poli-Extrapon H')	5
4744 bis	A synthetic resin with the characteristics of chlorinated hydrocarbons ('Clorowax 70')	5
4744 bis	A synthetic resin with the characteristics of 'formulation'(?) of chlorinated paraffinic hydrocarbons ('Clorowac 40')	5
4979	Demineralized whey, in powder form, with the addition of 81% lactose (demineralized green whey)	3
4280	'Bromuro de (dimetil-u. octil-(beta. bencil-etil)-beta, bencil-etil)-amonio) (A.D. 205)'. (Given in the original Spanish as this chemical cannot be identified)	2
4280	2-Dimethylaminoethyl benzilate hydrochloride ('Of. 6097 Spasmolytic')	2
4280	Trimipramine hydrogen maleate ('Surmontil' pure maleate)	2
4280	Trimipramine ('Surmontil Base')	2
4280	Orciprenaline sulphate ('Alupent')	2
4387	8-Benzoyloxy-5:7-dibromoquinaldine (Brobanzoxaldine)	2
4387	5:7-Dibromo-8-hydroxyquinoline (Broxyquinoline or broxyquinoleine)	2
4883	(p. acetil-sulfonil-benceno)-uretanoo (p. etanoil-sulfonil-benceno)-etil carbamato (Given in the original Spanish as this chemical cannot be identified)	2
1369	Light ceramic material, insulating and resistant, in granules, resulting from the baking of clay ('Arcillex')	5
4507	A powder with characteristics of a proteic substance with enzyme reaction ('Thiomucase')	2
	Decree No. 6915	
4271	Very light fine powder composed of a silicic acid	5
4458 bis	A liquid made from a base of a soap of aluminium and zinc in halogenated organic solvents, the ash being composed of zinc and aluminium oxides and the solvent 75% trichloroethylene and 25% carbon tetrachloride ('Ke-195')	5
4280	5-Methyl-4-sulphanilamidopyrimidine	2
4744 bis	Solution of an acrylic thermoplastic synthetic material in a chlorinated organic solvent ('Bodacryl R.P. 16')	5
4284/5	A liquid made of an aqueous solution of ammonium nitrate and an alkanolamine salt with the characteristics of the alkanolamine salt of hydrochloric acid and sulphuric acid ('Procion Resin Catalyst A')	4
4247/9	A liquid with the characteristics of lubricating mineral oil ('W.S.X.-2')	5

Addition to Decree No. 7562, published in the *Board of Trade Journal*, November 8, 1963 (page 1051).

Tariff No.	Item	List No.
4280	Glycopyrronium bromide	2

Argentine Government Decree No. 6869 of August 14, 1963, modifies as follows the lists attached to Decree No. 5439/59:

ARTICLE 1 – The following is to be removed from list No. 3 (40 per cent surcharge): Tariff No. 4894: patent veronal.

ARTICLE 2 – The following is to be included in list No. 5 (150 per cent surcharge): Tariff No. 4894: patent veronal.

ARTICLE 3 – The following are to be removed from list No. 4 (100 per cent surcharge):

4,262 bis – 'Paraciclobencilfenol'. (Given in the original Spanish as this chemical cannot be identified).
4,262 bis – *p-tert* Butylphenol only.
4,262 bis – *p-tert* Amylphenol.
4,264 – Di-(*p*-hydroxyphenyl)propane, 4-hydroxydiphenyl.

ARTICLE 4 – The following is to be included in list No. 3 (40 per cent surcharge): Tariff No. 4,262 bis: p-ciclobencil-fenol, (Given in the original Spanish as this chemical cannot be identified), di-(*p*-hydroxyphenyl)propane, and 4-hydroxydiphenyl.

ARTICLE 5 – Tariff No. 4,788 bis is to be removed from list No. 3 (40 per cent surcharge): Parathion-methyl, in a concentration not less than 25 per cent.

ARTICLE 6 – Tariff No. 4788 bis is to be included in list No. 3 (40 per cent surcharge): Parathion-methyl, in a concentration not less than 20 per cent.

ARTICLE 7 – Tariff No. 5160 is to be included in list No. 1 (no surcharge): Copies of 16 mm. cinematographic films known as 'Television Series', in a language other than Spanish, for dubbing in Argentina.

ARTICLE 8 – Tariff No. 1799/802 is to be removed from list 6 'B' (150 per cent surcharge): 'bottle washing machines'.

ARTICLE 9 – Tariff No. 1,799/802 is to be included in list 6 'B' (150 per cent surcharge): 'bottle washing machines, excluding machines for washing and siliconising containers for antibiotics'.

'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolution No. 698 of September 5, 1963, establishes the following index prices ('aforos') in respect of spices on which surcharges and duties will be assessed. These prices became effective on October 1, 1963. The 'aforo' system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994).

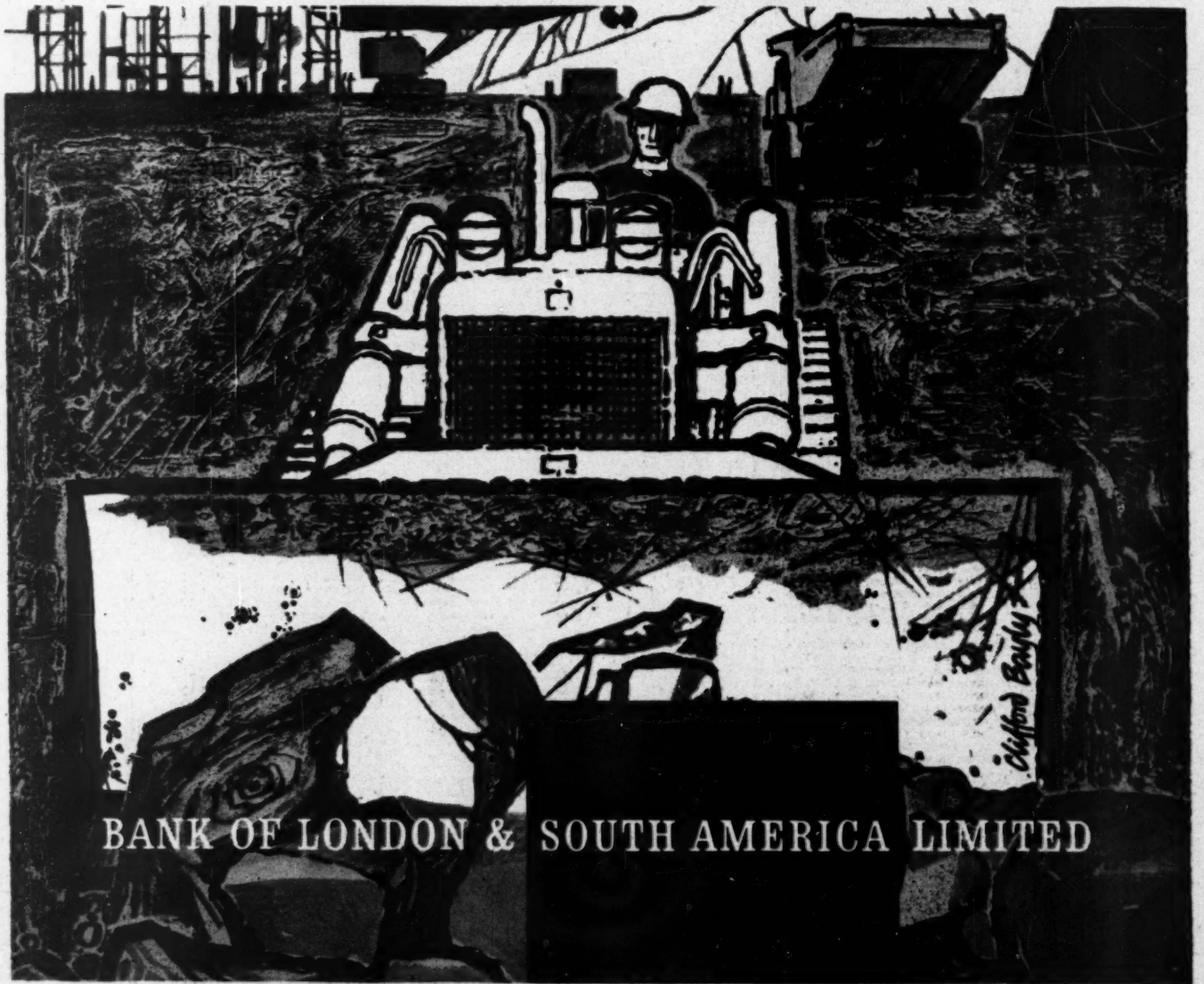
Tariff No.	Item	Value C. & F. U.S. Dollars
		Kg. net
104	Thyme. (N.A.B.* II 09.10)	0·27
10	Chili pepper, crude. (N.A.B. II 09.04)	0·50
4813	Sweet flag. (N.A.B. II 09.10)	0·30
28	Seeds of anise. (N.A.B. II 09.09)	0·55
4842	Celery, in the seed. (N.A.B. II 12.07)	0·50
41	Saffron, crude. (N.A.B. II 09.10)	51·00
4412	Cinnamon, whole, Ceylon. (N.A.B. II 09.06)	1·30
4413	Cinnamon, broken, Ceylon. (N.A.B. II 09.06)	0·28
4414	Cinnamon, broken, Chinese. (N.A.B. II 09.06)	0·90
4414	Cinnamon, ground, Chinese. (N.A.B. II 09.06)	1·00
60	China cinnamon (? – Caneton), raw. (N.A.B. II 09.06)	0·92
4586	Cardamom, whole. (N.A.B. II 09.08)	2·50
4840 bis	Caraway seeds. (N.A.B. II 09.09)	0·40
4637	Cedron leaves. (N.A.B. II 12.07)	0·27
81	Cloves, whole. (N.A.B. II 09.07)	0·85
87	Cumin seed. (N.A.B. II 09.09)	0·40
4840	Coriander seeds. (N.A.B. II 09.10)	0·25
4374	Juniper berries. (N.A.B. II 09.09)	0·35
4817	Ginger root. (N.A.B. II 09.10)	0·60
4637	Bay leaves (Laurus Nobilis L.). (N.A.B. II 09.10)	0·25
4637	Marjoram leaves. (N.A.B. II 12.07)	0·50
4636 bis	Mint leaves. (N.A.B. II 12.07)	0·50
4716	Mustard seeds. (N.A.B. II 09.08)	0·25
4817	Curcuma root. (N.A.B. II 12.01)	0·30
4716	Nutmeg seeds. (N.A.B. II 09.08)	1·40
104	Parsley, leaves. (N.A.B. II 07.04)	0·70
203	Paprika, any kind. (N.A.B. II 09.04)	0·80
204	White pepper, seeds. (N.A.B. II 09.04)	0·90
204	Black pepper, seeds. (N.A.B. II 09.04)	0·70
104 bis	Cayenne pepper, seeds. (N.A.B. II 09.04)	0·50
4637	Sage leaves. (N.A.B. II 12.07)	0·20
4637	Wild marjoram leaves. (N.A.B. II 12.07)	1·10
139	Mushrooms, dried. (N.A.B. II 7.04)	1·00
4584	Vanilla from Brazil or Paraguay. (N.A.B. II 09.05)	10·00
4585	Vanilla of other origin. (N.A.B. II 09.05)	10·00
86	Grated coconut. (N.A.B. II 08.01)	0·30
4842	Dill, seeds. (N.A.B. II 12.07)	0·20
4840	Fennel, seeds. (N.A.B. II 09.09)	0·20

*N.A.B. – Brussels Customs Nomenclature.

(*Continued on page 1179*)

BIG THINGS ARE HAPPENING IN SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



HEAD OFFICE: 40-66 QUEEN VICTORIA STREET LONDON EC4 CITY 9822 • BIRMINGHAM 3: 50 GREAT CHARLES STREET CENTRAL 4058 BRADFORD: 55 WELL STREET BRADFORD 25693 • MANCHESTER: 36 CHARLOTTE STREET CENTRAL 3135 • GLASGOW C1: 54 WEST NILE STREET CITY 5393 • REPRESENTED THROUGHOUT LATIN AMERICA PORTUGAL AND SPAIN AND IN NEW YORK PARIS AND ZURICH

ARGENTINA, continued

'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolution No. 688, of August 28, 1963, establishes the following index prices ('aforos') on which the surcharges and duties in respect of silk, rayon and other fabrics will be assessed. These prices became effective on September 10, 1963. The aforo system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994):

Brussels Customs Nomenclature	Tariff No.	Item (weight per square metre)	(1) Plain or twilled fabrics: Unbleached (U.S. $)	(2) Plain or twilled fabrics: Dyed (U.S. $)	(3) Fancy fabrics (U.S. $)	(4) Printed fabrics (U.S. $)	(5) Fabrics with fancy yarns and/or special yarns and/or metallic threads and/or stretch, Helanca yarns, etc., fabrics and/or Jacquard embroidery (U.S. $)	(6) Fabrics printed in string form (U.S. $)
XI 55.09		Fabrics of cotton with natural silk:						
	3010	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	
	3010	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	
	3010	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	
	3010	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	
	3010	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	
	3010	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	
XI 55.09		Fabrics of cotton with artificial silk exclusively:						
	3011	Up to 80 grammes	0·57	0·68	0·86	1·58		
	3011	More than 80 and up to 130 gr.	0·72	0·86	1·09	1·76		
	3011	More than 130 and up to 180 gr.	1·12	1·38	1·86	2·28		
	3011	More than 180 and up to 230 gr.	1·53	1·82	2·38	2·72		
	3011	More than 230 and up to 300 gr.	1·84	2·18	2·82	3·08		
XI 51.04		Fabrics of cotton with artificial silk exclusively: *Fabrics of synthetic fibres* (nylon, Dacron, etc.):						
	3011	Up to 20 grammes	0·52	0·62	0·87	1·52	0·99	
	3011	More than 20 and up to 40 gr.	0·63	0·75	1·05	1·65	1·17	
	3011	More than 40 and up to 70 gr.	0·77	0·92	1·29	1·82	1·38	
	3011	More than 70 and up to 100 gr.	1·07	1·25	1·75	2·15	1·87	
	3011	More than 100 and up to 150 gr.	1·36	1·58	2·08	2·48	2·39	
	3011	More than 150 and up to 200 gr.	1·65	1·96	2·46	2·86	2·89	
	3011	More than 200 and up to 300 gr.	1·95	2·32	2·82	3·22	3·20	
XI 55.09		Fabrics of cotton with artificial silk exclusively, embroidered by the Jacquard process:						
	3012	Up to 80 grammes					1·07	
	3012	More than 80 and up to 130 gr.					1·35	
	3012	More than 130 and up to 180 gr.					2·25	
	3012	More than 180 and up to 230 gr.					2·74	
	3012	More than 230 and up to 300 gr.					3·28	
XI 51.04 or 55.09*		Fabrics of cotton with artificial silk exclusively embroidered by the Jacquard system: *Fabrics, mixture of cotton with synthetic fibres* (nylon, Perlon, Dacron, etc.) embroidered by the Jacquard process:						
	3012	Up to 20 grammes					0·99	
	3012	More than 20 and up to 40 gr.					1·17	
	3012	More than 40 and up to 70 gr.					1·38	
	3012	More than 70 and up to 100 gr.					1·87	
	3012	More than 100 and up to 150 gr.					2·39	
	3012	More than 150 and up to 200 gr.					2·89	
	3012	More than 200 and up to 300 gr.					3·20	
XI 54.05		Fabrics of flax with silk:						
	3032	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	3·60
	3032	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	4·40
	3032	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	5·90
	3032	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	6·80
	3032	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	7·50
	3032	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	8·50
XI 53.11		Fabrics of wool with natural silk or with cotton and natural silk:						
	3047	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	
	3047	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	
	3047	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	
	3047	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	
	3047	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	
	3047	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	
XI 53.11 50.09*		Fabrics of wool and silk in two cloths known as 'Zenana':						
	3052	Up to 200 grammes			4·00			
	3052	More than 200 and up to 300 gr.			4·60			
XI 50.09		Fabrics of silk, sized, known as Crepon:						
	3053	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	3·60
	3053	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	4·40
	3053	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	5·90
	3053	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	6·80
	3053	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	7·50
	3053	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	8·50
XI 50.09		Fabrics of pure natural silk or with 15% of another textile:						
	3054	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	3·60
	3054	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	4·40
	3054	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	5·90
	3054	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	6·80
	3054	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	7·50
	3054	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	8·50

ARGENTINA continued

Brussels Customs Nomenclature	Tariff No.	Item (weight per square metre)	(1) Plain or twilled fabrics: Unbleached (U.S. $)	(2) Plain or twilled fabrics: Dyed (U.S. $)	(3) Fancy fabrics (U.S. $)	(4) Printed fabrics (U.S. $)	(5) Fabrics with fancy yarns and/or special yarns and/or metallic threads and/or stretch, Helanca yarns, etc., fabrics and/or Jacquard embroidery (U.S. $)	(6) Fabrics printed in string form (U.S. $)
XI 51.04		Fabrics of artificial silk exclusively, with more than 85% of artificial silk:						
	3055	Up to 80 grammes	0·57	0·68	0·86	1·58	1·07	
	3055	More than 80 and up to 130 gr.	0·72	0·86	1·09	1·76	1·35	
	3055	More than 130 and up to 180 gr.	1·12	1·38	1·86	2·28	2·25	
	3055	More than 180 and up to 230 gr.	1·53	1·82	2·38	2·72	2·74	
	3055	More than 230 and up to 300 gr.	1·84	2·18	2·82	3·08	3·28	
XI 51.04		Fabrics of artificial silk exclusively, with more than 85% of artificial silk; fabrics of synthetic fibres (nylon, "Dacron", etc.):						
	3055	Up to 20 grammes	0·52	0·62	0·87	1·52	0·99	
	3055	More than 20 and up to 40 gr.	0·63	0·75	1·05	1·65	1·17	
	3055	More than 40 and up to 70 gr.	0·77	0·92	1·29	1·82	1·38	
	3055	More than 70 and up to 100 gr.	1·07	1·25	1·75	2·15	1·87	
	3055	More than 100 and up to 150 gr.	1·36	1·58	2·08	2·48	2·39	
	3055	More than 150 and up to 200 gr.	1·65	1·96	2·46	2·86	2·89	
	3055	More than 200 and up to 300 gr.	1·95	2·32	2·82	3·22	3·20	
XI 51.04		Fabrics of artificial silk exclusively, with more than 85% of artificial silk, embroidered by the Jacquard process:						
	3056	Up to 80 grammes	0·57	0·68		1·58	1·07	
	3056	More than 80 and up to 130 gr.	0·72	0·86		1·76	1·35	
	3056	More than 130 and up to 180 gr.	1·12	1·38		2·28	2·25	
	3056	More than 180 and up to 230 gr.	1·53	1·82		2·72	2·74	
	3056	More than 230 and up to 300 gr.	1·84	2·18		3·08	3·28	
XI 51.04		Fabrics of artificial silk exclusively, with more than 85% of artificial silk, embroidered by the Jacquard process; fabrics of synthetic fibres (nylon, "Dacron", "Perlon", etc.) embroidered by the Jacquard process:						
	3056	Up to 20 grammes	0·52	0·62	0·87	1·52	0·99	
	3056	More than 20 and up to 40 gr.	0·63	0·75	1·05	1·65	1·17	
	3056	More than 40 and up to 70 gr.	0·77	0·92	1·29	1·82	1·38	
	3056	More than 70 and up to 100 gr.	1·07	1·25	1·75	2·15	1·87	
	3056	More than 100 and up to 150 gr.	1·36	1·58	2·08	2·48	2·39	
	3056	More than 150 and up to 200 gr.	1·65	1·96	2·46	2·86	2·89	
	3056	More than 200 and up to 300 gr.	1·95	2·32	2·82	3·22	3·20	
XI 51.04		Fabrics of artificial silk exclusively, semi-manufactured, to be completed industrially:						
		Rayon:						
	3057	Up to 80 grammes			0·86			
	3057	More than 80 and up to 130 gr.			1·09			
	3057	More than 130 and up to 180 gr.			1·86			
	3057	More than 180 and up to 230 gr.			2·38			
	3057	More than 230 and up to 300 gr.			2·82			
XI 51.04		Fabrics of artificial silk exclusively, semi-manufactured, to be completed industrially:						
		Fabrics of synthetic fibres (nylon, "Dacron", etc.), semi-manufactured, to be completed industrially:						
	3057	Up to 20 grammes			0·87			
	3057	More than 20 and up to 40 gr.			1·05			
	3057	More than 40 and up to 70 gr.			1·29			
	3057	More than 70 and up to 100 gr.			1·75			
	3057	More than 100 and up to 150 gr.			2·08			
	3057	More than 150 and up to 200 gr.			2·46			
	3057	More than 200 and up to 300 gr.			2·82			
XI 50.09		Fabrics of silk, transparent or voiles, ornamented or spotted with another textile material or with composition:						
	3059	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	
	3059	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	
	3059	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	
	3059	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	
	3059	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	
	3059	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	
XI 50.09		Fabrics of silk, transparent or voiles, with glass or metal:						
	3060	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	
	3060	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90	
	3060	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	
	3060	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	
	3060	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	
	3060	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	
XI 50.09		Fabrics of cotton with natural silk:						
	3061	Up to 20 grammes	1·40		2·00			
	3061	More than 20 and up to 50 gr.	2·40		3·00			
	3061	More than 50 and up to 80 gr.	3·15		4·00			
	3061	More than 80 and up to 120 gr.	3·90		5·20			
	3061	More than 120 and up to 200 gr.	4·40		5·80			
	3061	More than 200 and up to 300 gr.	5·00		6·80			

ARGENTINA continued

Brussels Customs Nomenclature	Tariff No.	Item (weight per square metre)	(1) Plain or twilled fabrics: Unbleached (U.S. $)	(1) Plain or twilled fabrics: Dyed (U.S. $)	(2) Fancy fabrics (U.S. $)	(3) Printed fabrics (U.S. $)	(4) Fabrics with fancy yarns and/or special yarns and/or metallic threads and/or stretch, Helanca yarns, etc., fabrics and/or Jacquard embroidery (U.S. $)	(5) Fabrics printed in string form (U.S. $)	(6)
XI 50.09		Fabrics of pure natural silk, unbleached, to be completed industrially:							
	3062	Up to 20 grammes	1·40		2·00				
	3062	More than 20 and up to 50 gr.	2·40		3·00				
	3062	More than 50 and up to 80 gr.	3·15		4·00				
	3062	More than 80 and up to 120 gr.	3·90		5·20				
	3062	More than 120 and up to 200 gr.	4·40		5·80				
	3062	More than 200 and up to 300 gr.	5·00		6·80				
XI 50.09		Fabrics of natural silk, mixed:							
	3063	Up to 20 grammes	1·40	1·60	2·00	2·60	2·60	3·60	
	3063	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·90	3·90	4·40	
	3063	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20	5·90	
	3063	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80	6·80	
	3063	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50	7·50	
	3063	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20	8·50	
XI 50.09 or 51.04*		Fabrics solely of artificial silk mixed with cotton, containing more than 40% and up to 85% of artificial silk:							
	3064	Up to 20 grammes	0·57	0·68	0·86	1·58	1·07		
	3064	More than 80 and up to 130 gr.	0·72	0·86	1·09	1·76	1·35		
	3064	More than 130 and up to 180 gr.	1·12	1·38	1·86	2·28	2·25		
	3064	More than 180 and up to 230 gr.	1·53	1·82	2·38	2·72	2·74		
	3064	More than 230 and up to 300 gr.	1·84	2·18	2·82	3·08	3·28		
XI 55.09 or 51.04*		Fabrics solely of artificial silk mixed with cotton, containing more than 40% and up to 85% of artificial silk: *Mixture of cotton with synthetic fibres* (nylon, "Dacron", "Perlon", etc.):							
	3064	Up to 20 grammes	0·52	0·62	0·87	1·52	0·99		
	3064	More than 20 and up to 40 gr.	0·63	0·75	1·05	1·65	1·17		
	3064	More than 40 and up to 70 gr.	0·77	0·92	1·29	1·82	1·38		
	3064	More than 70 and up to 100 gr.	1·07	1·25	1·75	2·15	1·87		
	3064	More than 100 and up to 150 gr.	1·36	1·58	2·08	2·48	2·39		
	3064	More than 150 and up to 200 gr.	1·63	1·96	2·46	2·86	2·89		
	3064	More than 200 and up to 300 gr.	1·95	2·32	2·82	3·22	3·20		
XI 50.09		Fabrics of silk, with rubber (waterproof):							
	3067	More than 20 grammes	1·40	1·60	2·00	2·60	2·60		
	3067	More than 20 and up to 50 gr.	2·40	2·60	3·00	3·60	3·90		
	3067	More than 50 and up to 80 gr.	3·15	3·60	4·00	4·60	5·20		
	3067	More than 80 and up to 120 gr.	3·90	4·80	5·20	5·80	6·80		
	3067	More than 120 and up to 200 gr.	4·40	5·40	5·80	6·40	7·50		
	3067	More than 200 and up to 300 gr.	5·00	6·00	6·80	7·40	8·20		

Notes:
C. and F. price per square metre up to 100 cm. in width.
In the case of a width of more than 1 metre, the index price shall be multiplied by the width and the factor 0·95.
The price of fabrics of more than 300 grammes shall increase in proportion to the weight.
* Classification in one or other of the headings depends on which fibre predominates.

Prohibition of imports

THE ARGENTINE PRESS report that the import of certain goods considered non-essential at the present time is prohibited from November 8, 1963, by Decree No. 626/63. Items affected include all industrial machinery, whisky in casks or bottles, cigarettes and textiles. The following are exempt:

(a) goods already embarked or in Argentine ports;
(b) goods specifically covered by an irrevocable letter of credit;
(c) imports under existing laws for special purposes;
(d) imports from the Latin American Free Trade Area countries on which Argentina has made tariff concessions, and
(e) parts imported under approved manufacturing programmes for motor vehicles, tractors and internal combustion engines.

Prohibition on industrial machinery is to be reviewed later in the context of a new policy for import of capital goods.

No further details are available at present.

EL SALVADOR

Visitors to El Salvador must comply with new documentary requirements

BRITISH BUSINESS MEN visiting El Salvador should take care that they comply with the documentary requirements of the Salvadorean authorities; brief details of these will be found on page 5 of the 1963 'Hints to Business Men Visiting El Salvador' copies of which can be obtained from Directories and Notices Section, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2928).

If the requirements are not strictly followed, business men may find that their stay in the country will be curtailed and it will not be possible to do all that they would have liked; in addition, the authorities may impose a fine.

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URUGUAY

Amendments to import lists

H.M. EMBASSY at Montevideo report the issue of a list of classifications given by the Board of the Republic with regard to products included in a number of sub-groups of the Uruguayan Code of Merchandise. Details are as follows:

1. Decree dated July 16, 1963 (see *Board of Trade Journal* of September 20, 1963, pages 660-663).
   Sub-Group 45.121 'Parts for walking aids for polio and other similar patients'.
   The following items are included in this Sub-Group:
   Ankle joints with corresponding parts for fitting into shoes.
   Knee joints.
   Hip joints.
   Sub-Group 45.122 'Prosthesis parts for upper and lower limbs'.
   (a) For upper limbs:
   Prehensile and aesthetic hands,
   Hooks and pincers for working purposes.
   Cables for control of hands and pincers and their accessories.
   Cosmetic glove.
   Elbow joints.
   Wrist connection.
   (b) For lower limbs:
   Foot made of plastic, rubber or similar material.
   Ankle joints.
   Knee joints.
   Hip joints.
   Perforated plastic container for thigh stumps.
   Light part finished special alloy container for thigh stumps.
   Light special alloy knee.
   Light special alloy calf.
   Valve for suction fitted artificial limbs.
2. Special wire (over 5 mm. diameter) meshes for sifting sand. When imported by sand digging companies in quantities considered adequate to cover their requirements the Bank of the Republic will authorize their inclusion in Sub-Group 41.300 'Spares and Accessories for Industrial Machinery'.
3. Yarn imports. Taking into account the different c.i.f. price averages fixed for imports of yarns in accordance with a report drawn up by the Bank's Technical Body of Industrial Chemists instructions have been given that, as from this date, the respective customs clearance applications must be accompanied by the corresponding samples and a letter accepting responsibility that states fully and clearly the characteristics of the yarns to be imported, declaring:
   (a) *For nylon yarns*
   If plain the number of filament ends, twist type and number (right or left (S and Z) and number of turns per inch or metre) and denier per end; if texturized, type of same (bulked, stretch, etc.), number of filaments, ends and denier per end. In all cases whether or not they are dyed or undyed.
   (b) *For rayon yarns*
   State whether they are yarns of continuous filaments or of discontinued textile fibres (spun); if they are of continuous filaments state number of filaments, number of ends and counts in denier per end.
   (c) *For cotton yarns*
   State in United Kingdom or metric system number of ends and counts per end. In all cases the trade mark of the yarn to be imported should also be given and if circumstances require it trade literature to be enclosed.
4. Sub-Group 35.106 'Sheep dips and insecticides'. This Sub-Group so far as insecticides are concerned will only include those for domestic use. Imports of insecticides for agricultural and/or cattle use are excluded and come under clause 'B' of Article 1 of Decree dated April 14, 1963 (see *Board of Trade Journal* of May 3, 1963, p. 1045).
5. Inner tubes, tubes and tyres for vehicles listed with surcharges of over 20 per cent. These articles when corresponding to vehicles whose import surcharge is over 20 per cent will without exception be included in the special Sub-Groups covering the vehicles even if and when the interested party should submit certificates extended by local manufacturers in which it is stated that the sizes to be imported are not at the moment being manufactured.
6. Sub-Group 37.345 'Screws, bolts, nuts and threaded studs'. Since, by the Decree dated July 16, 1963 (see *Board of Trade Journal* of September 20, 1963, pages 660-663), Sub-Group 37.048 'Fine thread nuts and bolts and threaded studs of a carbon content of over 20 per cent.'—was eliminated, it was implicitly established that nuts, bolts and screws in general should be included in the Sub-Group under reference.
   Nevertheless the Bank of the Republic will admit the inclusion in the respective Sub-Groups for spares, special types of screws, bolts, nuts and similar products whose characteristics do not allow of dual use such as certain bolts and nuts for vehicle wheels and screws which owing to their structure or special design cannot have any other destination than that for which they were destined.
7. Sub-Groups 42.465 'Polyvinyl chloride and copolymers in sheets or film supported or otherwise, No. 47.057 imitation manufactured leather, No. 48.111 plastic material for tapestry and ready-made articles'. In accordance with a report presented by the Bank's Technical Body of Industrial Chemists on the above Sub-Groups it is considered convenient to publish as a general rule the system adopted up to the present and now ratified regarding the correct codification of merchandise made-up of textiles in general and plastic materials:
   (a) Mixed articles made up of textiles in general (knitted or weft and warp) and plastic materials, whatever may be the nature of one or the other, can only be codified under one of the corresponding Sub-Groups (as suitable) above referred to, when, since no more specific Sub-Group exists, the true character of the article or work is indicated by its plastic content.
   (b) When on the other hand it is the textiles in general (knitted, etc.) that make up the essential character of the merchandise in all such cases it is necessary to codify them under the Sub-Groups that form part of Group 48 (Textiles), the Sub-Groups and corresponding changes being established by virtue of the category of textile and weight in grammes per square metre, applying strictly when pertinent the general notes and observations relating to textiles established in Group 48.
   (c) This essential or predominant characteristic will be considered in each case in accordance with the criterion and opinion of the Bank, taking into consideration the materials employed and the relative importance of those in relation to the others as regards appearance and the use given to the finished article.
   (d) For mixed articles foreseen in preceding clauses the average c.i.f. price will be applied on the physical volume (in accordance with type of unit indicated) *of the resultant merchandise* as finally presented; the same method will also apply for determining the weight in grammes per square metre.
   (e) As is the practice, in accordance, with the general procedure followed up to the present, the Codifying Committee of the Bank will deal with inquiries on this subject presented by the interested parties.
8. Sewing machines, Sub-Group 41.135. All types of sewing machines for domestic use and their spare parts that do not possess the characteristics established in the explanatory note to Sub-Group 41.138 will be covered by this Sub-Group.
   Sub-Group 41.138. The inclusion of sewing machines and their parts will be admitted in this Sub-Group when in accordance with the Bank's opinion and without prejudice to any demonstrations that interested parties may wish to make; they are considered of industrial type, perfectly defined by their technical characteristics and special designs as such. In the case of sewing machines of possible dual use (industrial and domestic) the Bank will authorize the inclusion of these under this Sub-Group only when it is definitely verified that the machines possess characteristics that are different to the sewing machines commonly used domestically.
9. In view of the repeated consultations that have been made it is considered opportune to establish that TRAPS FOR RATS AND MICE are not included in Sub-Group 37.348 and therefore, since not expressly listed, their codification has to be made as established in Article 1 of Decree dated September 29, 1960 (see *Board of Trade Journal* of October 28, 1960, page 1077).
10. Leather and plastic sheet. This and like merchandise are not expressly listed and must therefore be codified in accordance with Article 1 of Decree dated September 29, 1960 (see *Board of Trade Journal* of October 28, 1960, page 1077).
11. The following electrical articles will be codified under Sub-Group 36.018 'Electrical household machines and apparatus, and parts and spare parts for same': heating pads, bottles, blankets and similar goods.
12. Sub-Group 43.054 copper oxychloride and its components. In accordance with the interpretation given by the Ministry of Finance this Sub-Group includes not only copper oxychloride but the importation of all preparations based on copper oxychloride which do or do not contain active qualities whatever their nature.
13. Painted and/or prepared fabrics and engraving sheets suitable for pictures will be imported under Sub-Group 39.999 'Goods not specified in this Group'. Included also in this Sub-Group are decorative pictures and works of art in general not mentioned nor included specifically elsewhere.
14. When sets of tools are imported those specifically listed with a surcharge must be separated and treated in accordance with the ruling established for them.
15. The Bank will authorize the importation of aerials together with wireless sets for motor vehicles in equal number under Sub-Group 33.036 'Radio receiving sets and assembled chassis'.
16. For the classification of yarns of whatever nature, as distinct from Brabant linens, cord and cordage as well as for yarns for needlework (arranged for retailing) in all such cases the rulings established in the Brussels Nomenclature Section XI will correspond.
   When woollen yarns or mixture of these with any other fibres are dealt with, in all cases quite apart from their processing and destination, they must be codified under Sub-Group 42.822 'Woollen yarns and/or mixed with other fibres for needlework'.
   The remaining yarns in general included in the Code of Merchandise will be treated in all cases in accordance with the preceding ruling for

those not processed for retailing; when presented in this form they will be codified under Sub-Group 48.999 'Goods not specified in this Group'.

17. Parlour game sets. Sub-Group 39.069 'Parlour game sets' will include those games where competition exists and those which at times are utilized for gambling, such as: lottery ("Bingo"), cards, chess, etc., excepting children's games such as: ludo, "Monopoly", puzzles, etc., which must be imported under Group 39 and the Sub-Groups corresponding to toys.
18. In establishing surcharges for radio receiving sets supplied with cases, only the weight of the radio set will be counted excluding the case which should be included under Sub-Group 38.009 'Cases in general except metal spectacle cases'.

The *Board of Trade Journal* of May 3, 1963, pages 1044/1045, gave details of a decree of April 14, which listed in Article 1 goods exempt from the general minimum surcharge of 20 per cent. H.M. Embassy at Montevideo report the issue of a further decree which adds the following goods to that list:

Mould board ploughs for mechanical traction;
Ploughs and disc harrows (complete) for mechanical traction;
Harvesters;
Grass cutting machines;
Reaping machines;
Sowing machines;
Harrows and balers in general for mechanical traction;
Cultivators in general for mechanical traction;
Agricultural fertilizing machines;
Maize strippers;
Land levellers for agricultural use adaptable to tractor;
Skimming machines for agricultural use;
Milking machines for agricultural use;
Coolers for agricultural use;
Tractors.

CEYLON

Imports of drugs and dental material

IMPORT CONTROL NOTICE No. 37/63 issued by the Ceylon Controller of Imports and Exports on September 25, 1963 listed dental materials, proprietary drugs and non-proprietary preparations which may now be imported without an individual import licence.

The list of drugs may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.24, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 527).

NEW ZEALAND

Customs Tariff review of some machinery

THE NEW ZEALAND MINISTRY of Customs has announced a further list of items included in the review of the decisions of the Minister approving the admission of certain machinery under Item 352 of the former Tariff (although the new Tariff came into force on July 1, 1962, provision was made for the continuation of these concessions until June 30, 1964). See *Board of Trade Journal*, July 12, 1963, page 112, and subsequent notices.

Some machinery approved under Item 352 which is subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from December 5, 1963.

Anyone wishing to make representations for or against any of the remaining machinery being approved for further concessionary entry under the present Tariff (Part II, Items 10.1 and 10.2) should do so in writing to the Comptroller of Customs, Wellington, on or before December 5, 1963, clearly marking submissions '352 review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

Items from the following classes of goods are covered by this review:

Machines for filling down quilts with feathers
Self-winding reeles for electric cable or hose
Refrigerated machinery and equipment, various
Cocks, air and water control, of steel for use with rock drills
Rope and twine making machinery, various
Rope and wire grips
Sausage filling machines
Scaffolding, fitting for
Screens, various industrial
Seals and retainers, oil and grease
Seaming machines for joining sheets of plastic film
Separators, centrifugal
Separators, magnetic, for separating magnetic metals
Sewage disintegrators
Sewage distributors
Shores, adjustable tubular steel
Smoke generators or tenders for use with fish and meat smoking kilns
Soapmaking machinery and equipment, various
Spargers, gunmetal or brass, for use in breweries
Spraying apparatus for disseminating dry mist
Stencil or pattern cutting machines
Steering boosters, hydraulic
Stills, various
Stokers, various
Stoves for stoving tin plates
Strainers, metal, for steam traps or pressure regulating valves
Strainers for use on compressed air lined
Stringing machines for tennis racquets
Sulphuric acid making, various apparatus
Superheaters, steam.

Further details of the items concerned and details of the substantive tariff rates can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 8080G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1.

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AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD otherwise classifiable under Tariff Item 335 (G), but not under paragraph (2) or (3) of that Item, as follows:		
(a) Irrespective of weight:		
Cast coated		
Coated fibreboard, for use in the manufacture of travel goods, under security		
Coated, of three types designed for use in conjunction one with another to produce facsimiles solely by the interaction of chemical coatings of two touching coated surfaces under pressure (e.g. by pen, pencil, or typewriter) applied to the original folio, the papers being of the following types:		
original folio – reverse only chemically treated		
final folio – obverse only chemically treated		
intermediate folio – both sides chemically treated		
Impregnated against after glow as used for paper safety matches		
Oiled		
Sack kraft, black multiwall		
Sack kraft, silicone treated		
(b) Not exceeding 205 grammes per square metre:		
Coated containing more than 55 per cent mechanical pulp		
Imitation book-cloth		
Impregnated, containing more than 75 per cent by weight of asbestos, having a substance not exceeding 110 grammes per square metre	335 (G) (1) (c)	Free
Sensitized cheque paper, in which the sensitizing agents were added to the pulp during the process of manufacture of the paper		
(c) Exceeding 205 grammes per square metre:		
Cloth lined		
Coated, for use, in a factory licensed under the Excise Act 1901-1963, in the manufacture of playing cards, under security		
Coated socking paperboard, blotter backed or combined with cloth, for use in the manufacture of boots, shoes or slippers, under security		
Having a substance not less than 500 grammes per square metre, consisting of at least two layers composed of a mixture of chemical and mechanical wood pulp pasted together and lined on both sides with paper composed of chemical wood pulp one of which lining papers being mineral coated and glazed.		
PARTS AND ACCESSORIES for machine tools for working metals or metallic carbides, viz.: Tools, having tips made from high speed tool steel having not less than 22 per cent tungsten content or not less than 12 per cent cobalt content or from high speed vanadium steel, capable of machining manganese steel . .	172 (A) (1)	Free
VEHICLE PARTS: The By-law relating to vehicle parts under Tariff Item 359 (D) (3) published in the *Board of Trade Journal* on May 24, 1963 (pages 1208-1209), is now amended: By adding to the Table of goods excluded the following:		
elements, filter, oil or fuel		
oil filters and fuel filters with or without elements, not fitted to any other component.		

Tariff changes

IT WAS HOPED to publish in this issue of the *Board of Trade Journal* the details of tariff changes affecting paper and paperboard which took effect on October 31, 1963.

Unfortunately this has not been possible, but the details will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468.)

CAMBODIA

Impending nationalization of import/export business

INFORMATION HAS BEEN received that the Cambodian Government has decided to take over all import/export business as from January 1, 1964. No further information is at present available but businessmen intending to visit this territory are advised to defer their visits until the situation becomes clearer.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R.1682 and R.1683 published in the Republic of South Africa *Government Gazette* of November 1 set out the following amendments to the Customs Tariff with effect from that date.

G.N. No.	Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents
R.1682	93	(1) Carriages, carts, coaches and waggons: By the substitution, for sub-paragraph (b) of paragraph (1), of the following sub-paragraph: (b) wheels (of a kind used with pneumatic tyres): (i) with rim sizes not exceeding 5·5 inches, excluding wheels with a diameter size of more than 16 inches; parts thereof	—	20% with a minimum of 7 per lb.	—
		(ii) other	—	Free	—
R.1683	239	By the addition, after paragraph (9), of the following paragraph: (10) Pentaerythritol, excluding di- or tri-pentaerythritol	—	20%	—

Customs tariff classifications

GOVERNMENT NOTICES Nos. 706 and 728, published in the Republic of South Africa *Government Gazettes* of October 25 and November 1 respectively, set out amendments to the Customs Tariff guide. Consequential tariff changes are as follows:

REMNANTS, textile of less than one yard in length, of fibre other than cotton have been transferred from Tariff Item 335 to Tariff Item 73(3). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

SLIDE HOLDERS or trays, i.e. boxes for projection slides have been transferred from Tariff Item 335 to Tariff Item 257(4). The duty becomes 25 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

VALVES. Acid proof or glass-lined or rubber-lined, etc., for use in manufacturing operations have been transferred from Tariff Item 134(7) to Tariff Item 118(b). They become free of duty from all sources instead of 10 per cent *ad valorem* from all sources as previously.

Import control - 1964

NOTICE WAS GIVEN in the *Board of Trade Journal* on November 8 (page 1058) of the initial import quotas of the Republic of South Africa for 1964.

Further information has now been received, as follows:

1. Agricultural tractors and implements. The initial quotas will be based on 75 per cent of the facilities granted during the first nine months of 1963, and not of the total for 1963 as stated previously.

2. Textile piece-goods. Manufacturers will receive six months' 'stockpile' facilities as for other raw materials. Merchants will receive initial allocation of 60 per cent of 1963 issues.

3. Timber and fertilizers. These will continue to be dealt with on a special basis.

JORDAN

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Jordan Customs Tariff:

Tariff No.	Article	Unit	Rate of duty
11/8	Starches:		
	(a) Coloured starches for industrial use	*ad val.*	Exempt
	(b) Others	*ad val.*	15%
19/8	Pastry, biscuits, etc.:		
	(a) Plain biscuits	*ad val.*	45%
	(b) Others	*ad val.*	35%
23/7	Sweetened forage and food preparations specially prepared for animal poultry feeding:		
	(a) Concentrates for the preparation of fodder	*ad val.*	Exempt
	(b) Readily prepared fodder	*ad val.*	10%
	(c) Others	*ad val.*	11%
24/1	(a) Tombac and waste	Kgs.	700 fils
40/14	(c) Air pillows	*ad val.*	35%
64/1	Footwear with outer soles and uppers of, etc.	*ad val.*	65%
64/2	(a) with leather upper	*ad val.*	65%
73/13	(b) Others	Kgs.	2½ fils
84/21	Mechanical appliances, etc.:		
	(a) Fire extinguishers	*ad val.*	Exempt
	(b) Dispersers, dusters, sprayers for agricultural, sanitary or medical use	*ad val.*	Exempt
	(c) Others	*ad val.*	10%
84/45	Machine-tools for working, etc.	*ad val.*	1%
84/54	Other office machines, etc.	*ad val.*	15%
87/6	Parts and accessories of the motor vehicles falling within headings 87/1 to 87/3	*ad val.*	20%
94/4	(b) Bedding articles	*ad val.*	35%

Any inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 460).

GHANA

Imports into Ghana—exchange control

THE EXCHANGE CONTROL Notice to Banks (reference BG/EC/10) issued in Ghana on September 28 has been further amended by a letter from the Exchange Control Committee dated November 4 as follows:

> Authorized Dealers may up to December 31, 1963, consider and approve applications for the transfer of –
> (i) buying commission of up to 3 per cent of the F.O.B. value of the goods imported, and
> (ii) interest of up to 6½ per cent p.a.,
> provided that they are in possession of relevant documentary evidence and the amount of such commission and interest is marked off within the overall amount of the import licence concerned.

This is a modification of the provisions of item 11 of the notice published on page 934 of the *Board of Trade Journal* of October 25.

NIGERIA

Customs tariff amendment

THE FOLLOWING AMENDMENT has been made to the First Schedule (Import Duties) of the Nigerian Customs Tariff with effect from September 17, 1963.

4A. Apparel and household rummage showing signs of appreciable wear: rags ... the pound £0 1s. 3d. or *ad valorem* 33⅓ per centum whichever is the higher

This order was brought into effect by the Customs Tariff (Duties and Exemptions) (No. 7) Order, 1963 published as Legal Notice No. 136 in a supplement to the Federal Republic of Nigeria *Gazette*, October 30, 1963, and reduces the specific rate of duty on second-hand clothing, etc., from 2s. 6d. to 1s. 3d. per pound.

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PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by December 9.

District of Lourenço Marques

Baktavar Rutunsha Patel, Manibai Kalidas, Amratlal Odhavjee, Jaykar Odhavjee, Dulabhay Morargee Patel, Daya Bava, Valabhay Damabhay Patel, Dayabhay Damabhai Patel.

District of Gaza

Navinchandre Narsi.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

LEBANON

Customs tariff amendments

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Tariff No.	Description	Basis for Collection	Normal Tariff
08.04	Grapes, fresh or dried:		
	a. Fresh (unchanged).		
	b. Dried	K.N.	20 P.
	The duty not to be less than *ad val.*		30%
08.05	Nuts other than those falling within heading No. 08.01, fresh or dried, shelled or not:		
	a. Almonds (unchanged).		
	b. Walnuts:		
	1. Unshelled	K.N.	12 P.
	2. Shelled	K.N.	40 P.
	c. Hazel-nuts:		
	1. Unshelled	K.N.	30 P.
	2. Shelled	K.N.	60 P.
18.06	Chocolate and other food preparations containing cocoa:		
	a. } (Unchanged).		
	b. }		
	c. Confectionery products not more than 3% by weight of cocoa (1)	K. ½G.	50 P.
	The duty not to be less than	*ad val.*	40%
	Reconstruction tax	K. ½G.	20 P.
	d. Other (1)	K. ½G.	260 P.
	The duty not to be less than	*ad val.*	40%
53.07	Yarn of combed sheep's or lamb's wool (worsted yarn), not put up for retail sale:		
	A. Containing at least 80% by weight of combed wool:		
	1. Single:		
	a. With 420 or more twists per metre	*ad val.*	Free
	b. Other	*ad val.*	20%
	2. Multiple, two or more ply:		
	a. With 350 or more twists per metre	*ad val.*	Free
	b. Other	*ad val.*	20%
	B. Other (unchanged).		
53.10	Yarn of sheep's or lamb's wool, of horsehair or of other hair (fine or coarse), put up for retail sale:		
	a. Containing at least 80% by weight of sheep's or lamb's wool, of other animal hair or of horsehair	*ad val.*	20%
	b. Other (unchanged).		
55.09	Other woven fabrics of cotton:		
	A. Containing at least 85% by weight of cotton:		
	1. Job fabrics (1):		
	a. Unbleached	K.N.	225 Pts.
	b. Bleached	K.N.	300 Pts.
	c. Dyed after weaving or made of dyed yarn	K.N.	330 Pts.
	d. Printed	K.N.	386 Pts.
56.05	Yarn of synthetic and man-made fibres, discontinuous or of waste synthetic and man-made fibres, not put up for retail sale:		
	a. Containing at least 80% by weight of synthetic and man-made fibres	K.N.	100pt.
	b. Other:		
	1. Of synthetic fibres containing more than 20% by weight of wool but no other textile materials	*ad val.*	Free
	2. Of man-made fibres containing more than 20% by weight of wool but no other textile material	*ad val.*	20%
	3. Other		(1)
83.15	Wire, rods, tubes, plates, electrodes and similar products, of base metal or of metal carbides, coated or cored with flux material, of a kind used for soldering, brazing, welding or deposition of metal or of metal carbides; wire and rods, of agglomerated base metal powder, used for metal spraying		
	a. Electrodes	*ad val.*	21%
	b. Other	*ad val.*	11%

Any inquiries about the above notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

SOUTHERN RHODESIA

Customs tariff application

THE BRITISH TRADE COMMISSIONER at Salisbury has reported the following application affecting the future Southern Rhodesia Customs Tariff:

For the removal of the suspended duty of 7½ per cent *ad valorem*, at present effective in the Federation of Rhodesia and Nyasaland Customs Tariff, on:

1. Corrugated galvanized sheet less than 0·125 inch thick (ex. item 122 (1) (B) (i));
2. Angles equal, of flange sizes not less than 1 inch and not more than 4 inches, and of a thickness of not less than 0·09 inch and not more than 0·125 inch, except angles of flange sizes one and threequarters inches square (ex. item 122 (1) (C) (i) (E.).

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm desiring to make representations to the Southern Rhodesian Authorities and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 14217/63.

The closing date for the receipt of representations by the Southern Rhodesian Authorities is December 27, 1963.

Note. It is understood that, on the dissolution of the Federation, Southern Rhodesia will in general adopt the present Federal Customs Tariff.

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The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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US Trade Center electronic components display

About 70 of America's leading manufacturers of electronic components will be represented in the exhibition of Advanced Electronic Components opening at the United States Trade Center, 57 St. James's Street, London, S.W.1, on November 26.

They will be showing up-to-the-minute versions of their most sophisticated products and, in many cases, entirely new lines not previously seen in Britain.

The exhibition will continue to December 6. After the opening at 11.30 a.m. on November 26 it will be open daily (except Saturday and Sunday) from 10 a.m. to 5 p.m. The Centre extends a cordial invitation to all who are interested in the subject.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Sept. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	1 Nov. 1963
Catering trades turnover (M)	15 Nov. 1963
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	1 Nov. 1963
New companies registered (M)	This week
Engineering and electrical goods:	
Production, exports and orders (M)	25 Oct. 1963
Deliveries of certain products (Q)	27 Sept. 1963
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	25 Oct. 1963
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	8 Nov. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	25 Oct. 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	8 Nov. 1963
Value of overseas trade (M)	1 Nov. 1963
Gold and dollar reserves (M)	15 Nov. 1963
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	8 Nov. 1963
Industrial building:	
Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	25 Oct. 1963
N. Ireland index (M)	25 Oct. 1963
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	18 Oct. 1963
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	26 July 1963
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	8 Nov. 1963
N. Ireland index (M)	25 Oct. 1963
Shipping movement at U.K. ports (Q)	13 Sept. 1963
Stocks:	
Manufacturers and distributors (Q)	11 Oct. 1963
Retail (M)	This week
Textiles:	
Clothing and textiles orders and deliveries (M)	15 Nov. 1963
Man-made fibres production (M)	1 Nov. 1963
Wholesale houses sales (M)	15 Nov. 1963
Wool and cotton output (M)	15 Nov. 1963
Tourist traffic (M)	25 Oct. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	15 Nov. 1963

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1963
Board of Trade Regional Organization	8 Nov. 1963
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Nov 1963
U.S. Consular Offices in the U.K.	21 July 1961

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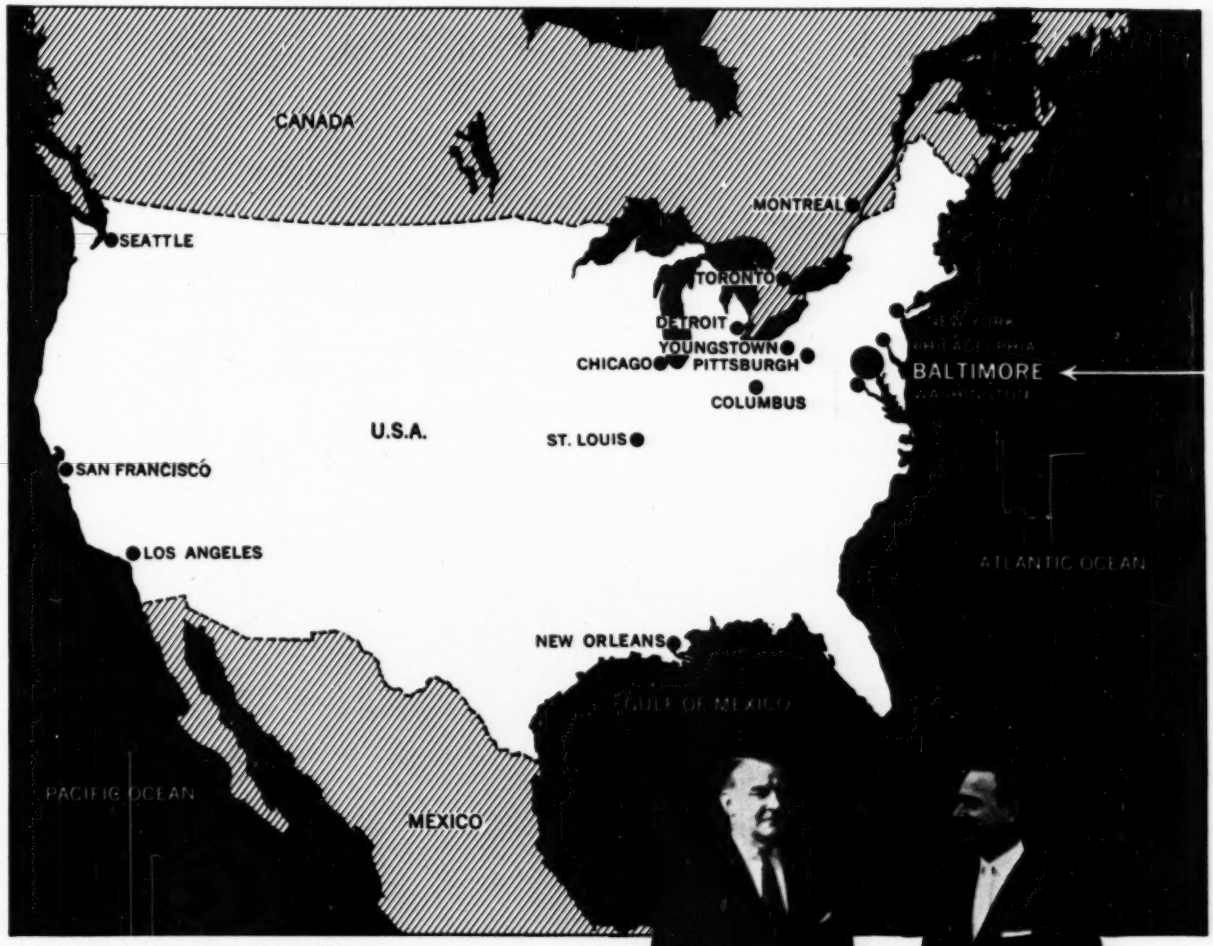

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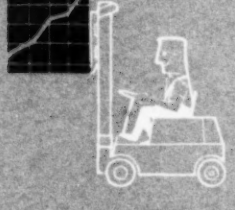

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